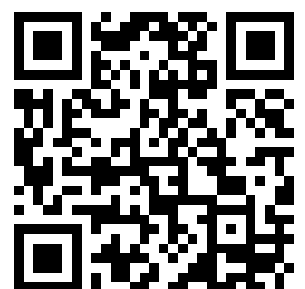

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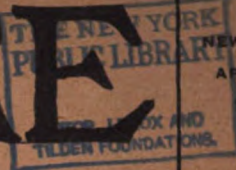
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Halter Chains—Dog Chains—Cow Chains—Coil
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ONEIDA COMMUNITY, Oneida, N. Y.



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Harness Snaps,
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For sale by Jobbers at Manu-
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WHICH IT PAYS
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Motors for operating
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Manufactured only by
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Improved "STAR" Chain Pump Bucket



Is better than ever;
in quality and con-
struction.

Its merits recom-
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Give it a trial and
be convinced.

Henry C. Freshour
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STEVENS FIREARMS

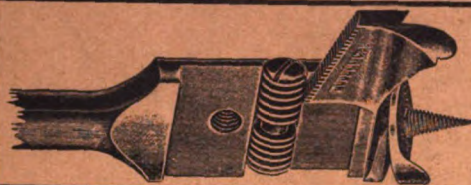
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PRICE and the consistent CO-OPERATION we invariably
lend you in the sale of our well-known products, are leading
reasons why you should carry our line. You cannot afford to
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We Manufacture RIFLES. PISTOLS, SHOTGUNS

ASK YOUR JOBBER.

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C. E. JENNINGS & CO.

Steers' Patent Expansive Bit

This Bit is drop forged from selected cast
steel and is finished in a most thorough
manner.

See those teeth; cutter cannot creep.

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The World Renowned **MAGNOLIA METAL**
ONE GRADE, ONE QUALITY ONLY.

CHEAPER and better than "Genuine Babbitt."
Lasts longer with less friction. Saves oil, fuel,
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MAGNOLIA METAL CO., NEW YORK, 113-115 Bank St., CHICAGO, Fisher Bldg.
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WE MAKE
THE NORRIS PULLEYS
IN ALL THE
DIFFERENT SIZES,
QUALITIES & FINISHES
ALSO
MADE BALL BEARING.



SOLE MANUFACTURERS OF

Norris Sash Pulley
THE STANDARD OF THE WORLD

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FRANK B. SLOAN & CO., BALTIMORE, MD.

JOBS IN HARDWARE, CUTLERY AND HOUSEFURNISHING GOODS.

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and
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I make all kinds of second quality files and rasps a specialty

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147-149 CHAMBERS STREET, 129-131 READE STREET, NEW YORK.

Cheapness isn't a virtue in Hack Saws. You get what you pay for.
Buy cheap Hack Saws, and you'll find a lot of quality missing.
UNIVERSAL Hack Saws have standard quality,—the same in
every blade.

It's a way we have of testing every UNIVERSAL Blade we ship.

Shall we send our catalogue and discounts?

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NEW HAVEN, CONN.

FAIRBANKS CO., 78-80 City Road, London, E. C.

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There is
only one
and that is
made by the

GENUINE STILLSON WRENCH
WALWORTH MANUFACTURING COMPANY

See to it when buying from jobbers that they do not give you an imitation wrench. If your dealer does not keep the
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requests all Dealers to send for new 1906 Price
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Fuller Brothers & Co.,139 GREENWICH STREET,
NEW YORK.**STEEL WIRE NAILS.**Iron and Steel
CUT NAILS.
Plain and Galvanized Wire.
BARB WIRE.

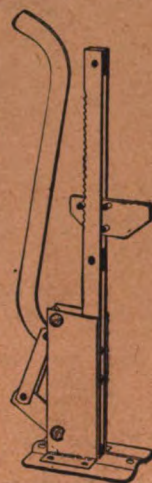
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**No. 1 Fire Pot**
\$6.00 Net.

NOTHING EQUALS
The No. 1 FIRE POT.
There are other makes of fire pots, some of them similar in appearance to the No. 1, often sent out on orders for the No. 1. A careful comparison will convince you that the old original No. 1 has many points of advantage not found in the imitations and consequently are much more valuable to you. Insist upon having the No. 1. Jobbers sell at factory prices, or we will ship direct upon receipt of price.

Clayton & Lambert Mfg. Co.,
Detroit, Mich., U. S. A.**Lane's Steel Jack.**No Wood.
No Cast Metal.
Unbreakable.Compound Levers.
Finish Black
or Galvanized.

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| No. 0, | to lift | 500 lbs. |
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Lane Bros. Co.,
429-461 Prospect St.,
Poughkeepsie, N. Y.**WALKER'S****Quick and Easy**

Steel Tempered Anti-Rust Nickel Plated Ice Picks. Every one tested and guaranteed.

ERIE SPECIALTY CO., ERIE, PA.**NOTHING BETTER**
NILES
SPRING HINGE
AND PIVOT.

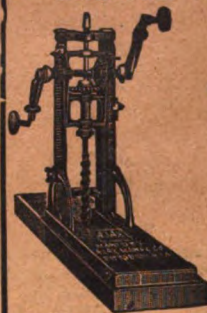
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14-16 N. Canal St.,
CHICAGO.**The AJAX SELF WITHDRAWING WOOD BORING MACHINE**

does not require a special auger; will bore to any depth; strong and durable—all important parts of malleable iron. Sold by the whole sale hardware trade.

AJAX MFG. CO.,
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Manufacturers of the Ajax and Phillips Wood Boring Machines, Standard and IXL Saw Gummers, Collins Self Feed and Dudgeon Style Tube Expanders, Cutters, Swages, etc.

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MANUFACTURERS
Fine Hand Cut STEEL LETTERS and FIGURES,
Send for Catalogue. BRIDGEPORT, CONN.**The Frazer**Always Uniform. Often Imitated. Never Equaled.
Known Everywhere. No Talk Required to Sell It.
Good Grease Makes Trade. Cheap Grease Kills Trade.**Demand the Old Reliable**FRAZER Axle Grease.
FRAZER Harness Soap.
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Fishing Tackle

Has proved good business "bait" for a quarter of a century for most dealers. Ask for anything you need in Fishing Tackle, Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines,—we have it,—and at prices that leave a good margin for you.

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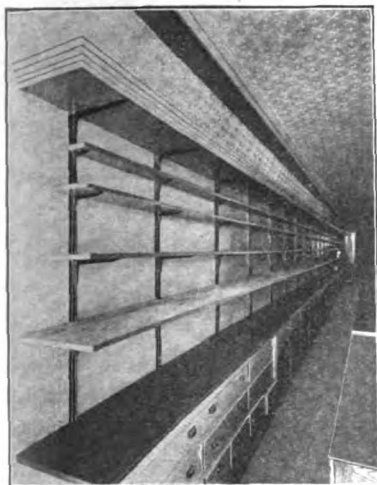
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Largest Assortment, from the Highest in Quality to the Lowest in Price.

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is easily gained in any store by the use of Piqua Adjustable Brackets. They do away with props—partitions—with moving into larger quarters.

PIQUA ADJUSTABLE BRACKETS

give you a free, unobstructed line of shelving, and permit of changing your entire shelving arrangement at short notice—

Without Expense

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THE PIQUA BRACKET CO., Piqua, Ohio.

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Univeral Chair Seats

Heywood Brothers & Wakefield Company, said to be the largest chair makers in the world; John Wanamaker, Philadelphia, Pa.; R. H. Macy & Co., New York City; J. N. Adams & Co., Buffalo, N. Y.; Sibley, Lindsay, Curr & Co., Rochester, N. Y.; Levy & Stern, Cleveland, O.; A. W. Fairchild, Providence, R. I.

No matter how bottomless any ordinary chair may be, a Universal Chair Seat, square or round, will cover it.

Any one can put them on



With a pair of shears

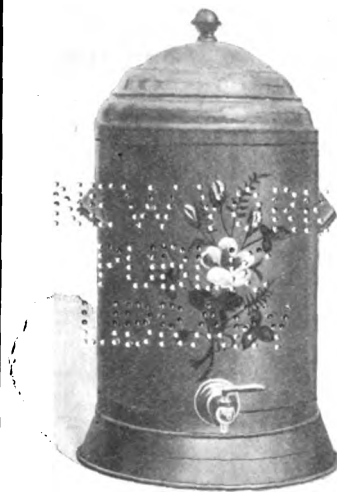
Better and cheaper than cane or leather—more durable than either.

If you'll write us, we'll tell you of the profit there's in Universals.

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EUREKA CHAIR SEAT CO.,
SYRACUSE, N. Y.

Before Purchasing Consult Us



It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

Water Coolers
Water Filters
Chafing Dishes
Table Kettles
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Coffee Extractors
Wine Coolers
Nursery Chests

Baking Dishes
Tea and Bar Urns
Coal Vases and Hods
Cuspidors
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5 o'clock Teas, etc.

The Buffalo Manufacturing Co.

BUFFALO, N. Y.

BRANCH OFFICES:

18 Warren St., New York.
40 Dearborn St., Chicago.

61 Stuart St., San Francisco.
247 Coronado Bldg., Denver.

THE

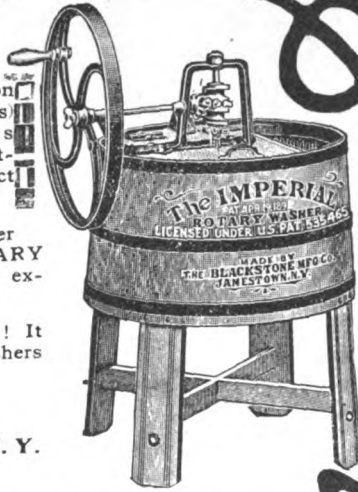
Imperial Rotary Washer

THE record it has made for itself by its noiselessness—its easy operation (has all steel roller bearings)—its handsome finish—it is gold and aluminum bronze castings—has caused people to expect more of Washers than they used to.

This is unfortunate for other washers; the IMPERIAL ROTARY still gives more satisfaction than is expected.

You ought to have our catalogue! It shows the most complete line of washers on the market.

BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.
Established 1871.

A
GRADE
BETTERTHAN
THE
REST!

"PULLMAN"

Folding Coat Hangers.

New Features—Way ahead of them all. Packed in Counter Display Boxes. A fixed retail price. Prepare for the demand.

Pullman Mfg. Co., Rochester, N. Y., U. S. A.

HAROLD MCCALLA
IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands,
Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

RIVETS WIRE NAILS.



C. C. & E. P. TOWNSEND,
New Brighton, Penn.

PARKS & PARKS

TROY, N. Y.
MANUFACTURERS OF
HARDWARE
AND
HOUSEHOLD SPECIALTIES

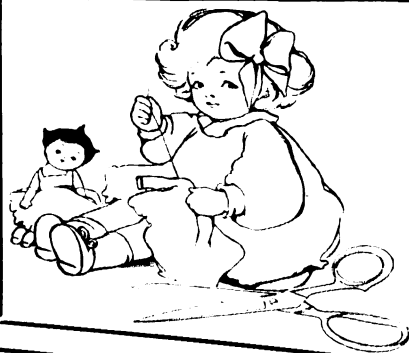
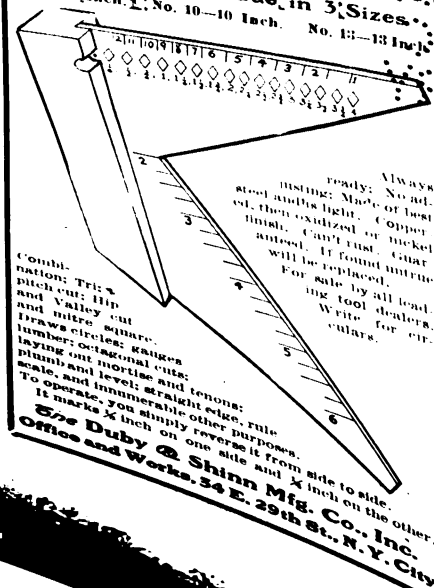
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TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

BEST IN THE WORLD

R. HEINISCH'S SONS CO.
NEWARK, N. J., U. S. A.

New York Office and Salesroom, 155 Chambers St.

The New Universal Square.
"New Style"—Made in 3 Sizes.
No. 6—6 inch. No. 10—10 inch. No. 13—13 inch.Polygon
Conductor
Pipes
Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is much stronger than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.
THE Address Dept. H,
American Steel Roofing Co.
Middletown, O.

Improved Quick and Easy
Rising Steam, Electric
and Hand Power
ELEVATORS

Send for Circulars.
Kimball Bros. Co.,
1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St.,
39 Vincent St., Cleveland, O.



Robert Murray

24 Duane St.,
New York City

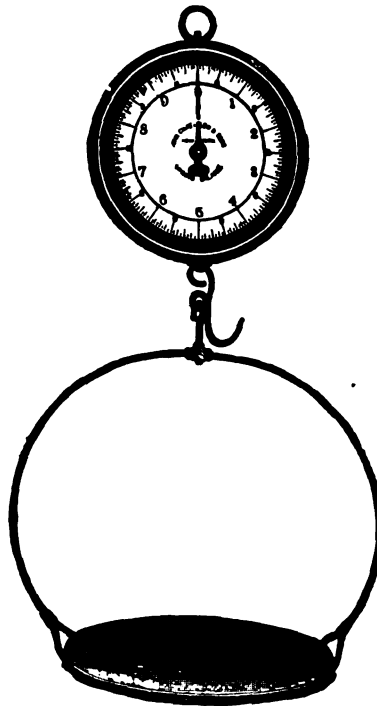
General Hardware

Agent for Allen
Wood Screw Works
Agent for

"Globe"

CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

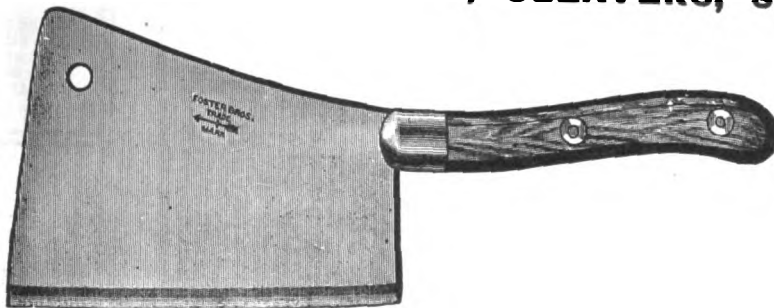


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

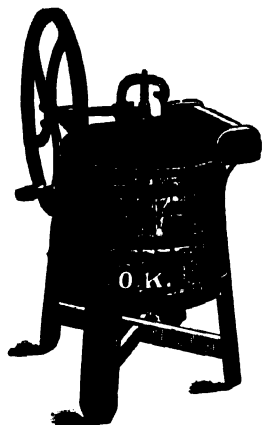


Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.



WRITE US and tell us
if you are handling the
O. K. WASHING MACHINE

The washing machine that's advertised in all the leading farm journals.

We want to refer inquiries to you.

H. F. BRAMMER MFG. CO., Davenport, Iowa.

DEPT. D.

1,500,000

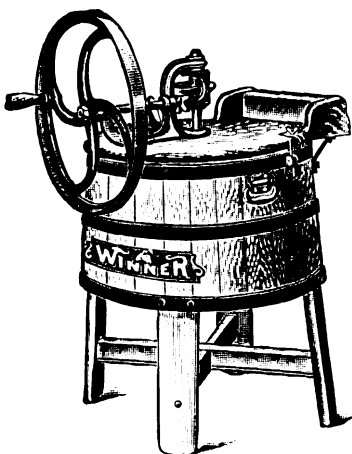
WAYNE WASHERS SOLD Up to the Present Time
And increasing at the rate of 300 per day.—What more evidence do you want to convince you that Wayne Washers are the best to sell?

WE Know it's a
"WINNER"

Because it possesses
everything to make
it a "WINNER"

FIRST—It has fewer parts in its construction than any other rotary, and Every one knows the fewer parts there are in the construction of any machine the easier it will work and the less liability there is to wear and get out of order.

The appearance of the "WINNER" is different than any other machine upon the market. The tub is finished in the natural wood, with green bronze hoops, green enamel hand wheel, and the gearing in gold bronze; the combination making the most beautiful appearing machine upon the market. We are also using a special preparation in connection with the finishing of our tub—which holds the varnish to the surface and retains the lustre for all time. You will not find this finish on any other washing machine made.



WAYNE WASHERS
Klean Kloties

We also use the detachable stave leg, which does away with the necessity of throwing away the entire machine in case the leg becomes broken.

Simplicity—Quality—Appearance—Good Value for your money, are all possessions of the "WINNER." Order a sample from our jobber or direct from us, and we will leave the rest to you and the

"WINNER."

WAYNE MANUFACTURING CO., St. Louis, Mo.



THE SMILE
THAT WON'T COME OFF
is always worn by the THRIFTY HOUSEWIFE
who uses a
WHITE LILY WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY
WHITE LILY WASHER CO.
TOLEDO, OHIO DAVENPORT, IOWA

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

CORPORATE MARK
ALFRED FIELD & CO., 93 Chambers St., New York
Carving Knives
and Forks, Table
Cutlery, Sissors,
Razors, Hunting
and Bowle Knives,
Pocket Cutlery, &c.

Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If y ur stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, PA.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all
Un-Get-At-Able Places
Get our "Wrench Book." It tells a convincing tale.
Bullard Automatic Wrench Co.
257 W. Exchange St., Providence, R.I.

WHEN WRITING
to our advertisement



**REED'S
Flintstone
Enameled
STEEL WARE**

The Insignia of Excellence

North, East, South and West
the stamp of popular ap-
proval has been placed upon

REED'S FLINTSTONE Enameled Steel Ware

The Reason?

The sale of Flintstone has been so phenomenal, and we have more than trebled our output the past year, because

Flintstone Enameled Ware

has stood the most exacting tests of the best chemists in the U. S.

It is free from poisonous ingredients and practically insoluble.

Flintstone is seamless, sanitary, substantial.

It is the best moderate priced Three-Coated Enameled Steel Ware on the market.

It's pleasing to the eye. It lasts and —outlasts the other kinds.

Our Ten Years' Guarantee

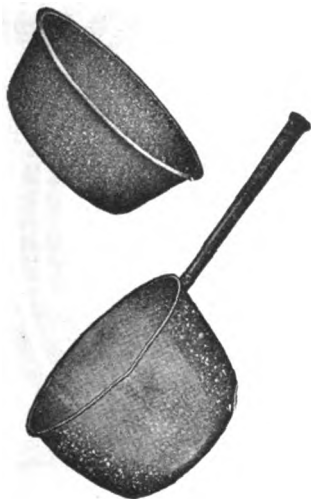
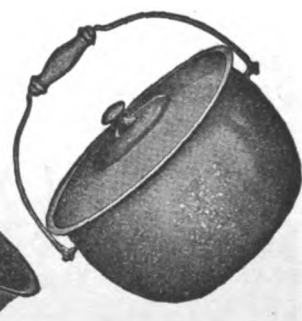
with every piece. Write for prices to-day.

Reed Manufacturing Co.

NEWARK, N. Y.

BRANCH OFFICES

NEW YORK OFFICE: Irving Building, Hudson and Chambers Streets; Telephone, Franklin 5820.
CHICAGO OFFICE: No. 233 W. Twelfth St.; Telephone, Monroe 1411.
CINCINNATI OFFICE: No. 11 East 2nd Street.
ST. LOUIS OFFICE: 118 North 3rd Street.





The best equipped factory, the best advertised product.

We make a few articles, in large quantities, make them better than any one else does, and we tell everybody about them.

We *know* we have the right principle in our "one-motion" Peerless Iceland Freezer and we've put up a new factory adequately equipped for turning out this freezer in great numbers.

Peerless Iceland Freezer

Our advertising—covering *every bit of freezer-selling territory* in the United States—gives an impulse, as strong as it is steady, to Peerless Iceland sales.

Every woman in the country interested in her home knows about the Peerless Iceland and believes in it. It's "the freezer the cook likes"—the freezer the *housekeeper* wants when she goes into your store.

Dana Iceless Refrigerator

For the window. No ice bill. A refrigerator that takes up no floor space and is run without ice eight months in the year.



Dana Mop Wringer

wrings the mop dry in five seconds. You stand in a natural position—both feet rest firmly on the floor.

Tub is well made, very strong and extra braced with heavy, flat iron, rust proof hoops. The rollers are of solid maple and never stick. The latest, the simplest and the best mop wringer on the market.

The Dana plant is fire-proof; we can *guarantee* delivery as promised. *Everything* about it is *modern*—selling organization and all.

Both jobber and dealer make a good profit on the Dana line.

Your jobber will be around soon. *Ask him.*



10 Warren Street,
New York.

The Dana Mfg. Co. Cincinnati.



SUPERIORITY

L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

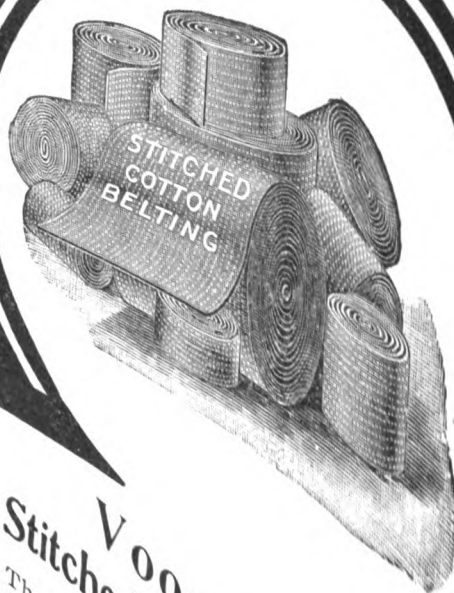
Thousands of skilled mechanics use them to-day because their fathers used them before them.

If you are not handling White's Edge Tools—is not that a good reason why you should?

Get our catalog to-day.

The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.
BRANCHES—New York, N. Y. Chicago, Ill.

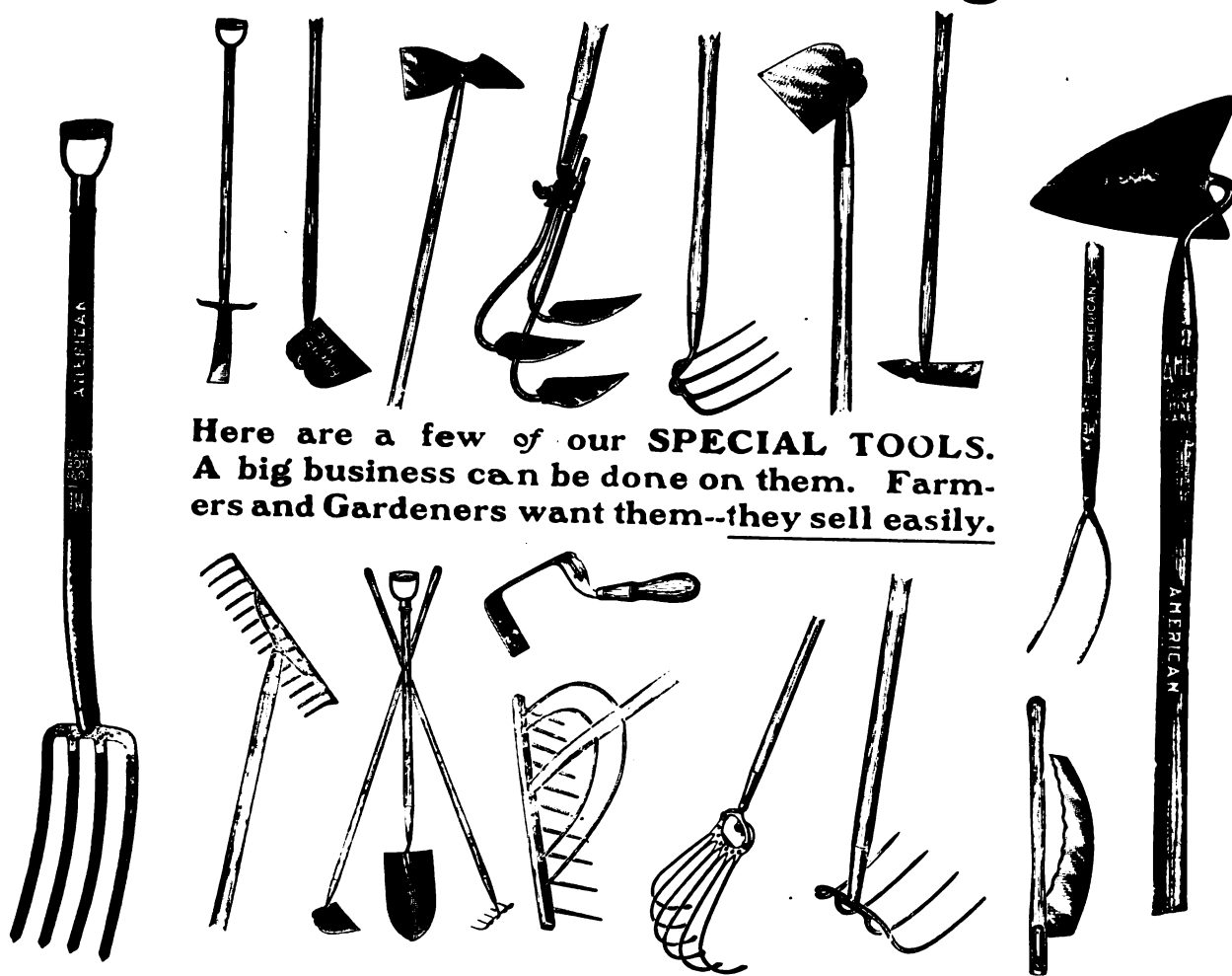


Voorhees Stiched Cotton Belting

The highest grade cotton drawn in its manufacture.
No "taking up"
Belting is stretched with stretchers.
Our catalogue shows it to-day.

Voorhees J. A.

Hand Farming & Gardening Teels



Here are a few of our **SPECIAL TOOLS**.
A big business can be done on them. Farmers and Gardeners want them--they sell easily.

Are You Ready For Spring?

The Spring demand for Hand Farming and Gardening Tools will be in full blast very shortly.

Check up this list to make sure that you have ordered all you must have to supply the trade.

FORKS

Boys'
Hay
Manure
Stable
Hay Baler
Spading
Header
Barley
Potato Digging
Beet
Vegetable Scoop
Cotton Seed
Coal
Coke
Heavy Mill
Oyster, etc.

HOES

Garden
Field
Weeding
Warren
Beet
Celery
Corn
Cotton-chopper
Cultivator
Garden
Scuffle
Eye
Turnip
Mortar
Strawberry
Tobacco, etc.

RAKES

Steel-garden
Rough and Ready
Solid-Bow
Special long-tooth
Wire Lawn and Park
Wood hay
Phosphate, etc.

HOOKS

Corn
Manure
Nursery men's
Phosphate
Potato
Hoe-down
Stone, etc.

(General)

Scythe-snaths
Grain-cradles
Sod-lifters
Dandelion-Spuds
Thistle and
Dock-Cutter
Floral Sets
and Tools
Turf Edgers
and Cultivators
Wheel Barrows
Cabbage Harvesters
Beet Tools, etc.

BE SURE

THEY ARE ONE
OF THE E
BRANDS

"Ashtabula"
"Batcheller"
"Bolles"
"Columbus"
"Ely"
"Fort Madison"
"Geneva"
"Harriman"
"Jackson"
"Otsego"
"Philadelphia"
"Utica"

Don't fail to write for our *Special Tool Catalog*. Kindly order from your Jobber.

American Fork & Hoe Co.

CLEVELAND, OHIO

DIXON'S GRAPHITE

DIXON'S SILICA-GRAPHITE PAINT
DIXON'S PIPE JOINT COMPOUND
DIXON'S LUBRICATING GRAPHITE
DIXON'S PENCILS, CRAYONS, ETC.

VALUABLE CATALOGUE NO. 54-K FREE

JOSEPH DIXON CRUCIBLE CO.,
JERSEY CITY, N. J.

*You take no risk on the quality.
We make only the best!*



Sand Papers } **Flint Paper**
 Garnet Paper
 Emery Paper
 Emery Cloth
Reams and Rolls

HAIR FELTING for covering Boilers, Steam and Water Pipes, and lining Refrigerators.

BAEDER, ADAMSON & CO.

780 MARKET STREET, PHILADELPHIA.
67 BECKMAN STREET, NEW YORK.
143 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

"AMERICAN" TWIN FREEZER



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

Something Entirely New
Never Done Before



"LIGHTNING"



"GEM"



"BLIZZARD"

THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or desserts with little bother and less work.

NORTH BROS. MFG. CO., PHILADELPHIA.
New York Agents, John H. Graham & Co., 113 Chambers St.

ALFRED FIELD & CO.

ESTABLISHED 1836.
93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.
We are Sole Agents in the United States for:
JOSEPH RODGERS & SONS, LIMITED,
L. HUGONIN & SONS,
T. U. S. SHEAR & SONS,
THE IMPERIAL CO. OPERATIVE SOCIETY LTD.,
WESTER & HORSFALL CO.,
W. K. & C. PEACOCK,
EDWARD GEM & CO.,

WAX
A simple method of making perfect Vent Holes in cores for castings.

WIRE
AN ENTIRELY NEW THING.
Best Cutlery in the World.
Best Steel Pens in the World.
Best Pliers, Nippers, &c., in the World.
Best Sheep Shears in the World.
Best Enamelled Signs in the World.
Best Steel Wire in the World.
Best Lawn Wire in the World.
Hedge and Garden Shears.

TAPES, &c., &c.
WESTON'S DIFFERENTIAL PULLEY BLOCKS.
Imported to order.
CORRESPONDENCE SOLICITED.

Anything wanted from above imported to order.
CORRESPONDENCE SOLICITED.



Prepare for success at the bar, to business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free. Sprague Correspondence School of Law, 733 Majestic Bldg., Detroit, Mich.



FRANK MILLER'S HARNESS OIL
Preserves and softens the Leather, consequently adds life. Compound Oil.

FRANK MILLER'S HARNESS OIL
The very best article of its kind for owners of harnesses and factors of harnesses used all over the world.



FRANK MILLER'S HARNESS OIL
The very best article of its kind for owners of harnesses and factors of harnesses used all over the world.



THE TEST OF TIME

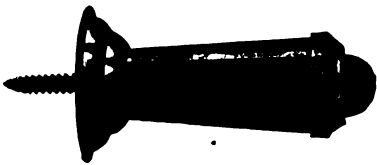


has established the popularity of the
GENUINE Armstrong Stocks and dies.

You are sure to be right when you buy Armstrong
pipe tools. They are standard the world over.

Write for our complete catalogue and Dealers' Prices.

ARMSTRONG MANFG. CO., BRIDGEPORT, CONN.



The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. In-
geniously constructed rubber button easily replaced.
Made in either Steel, Brass or Bronze and all Finishes
to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

Do You Want a Partner?

Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

The Warren System

IS THE "ALWAYS
IN SIGHT" IDEA.

J. D. WARREN
MFG. CO.

Fifth Floor Masonic Temple.
CHICAGO, ILLINOIS

Write for 1207 Booklet.

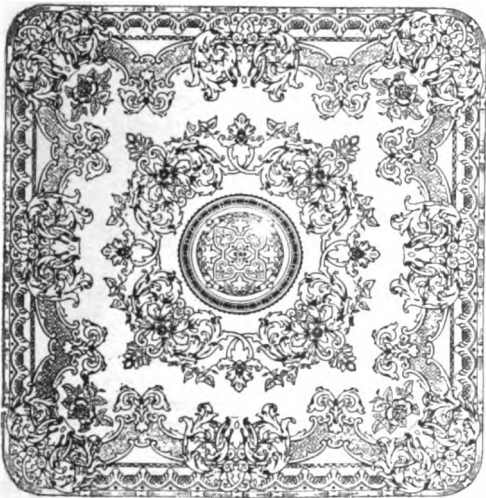
BLASTING SUPPLY?

Write for Prices and
Particulars on

**ELECTRIC EXPLODERS, ELECTRIC SAFETY
FUSES, ELECTRIC TIME FUSES, ETC., to
STAR ELECTRIC FUSE WORKS, Wilkes-Barre, Pa.**

THE SCHWEDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and
Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

STOVE BOARDS



Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured by

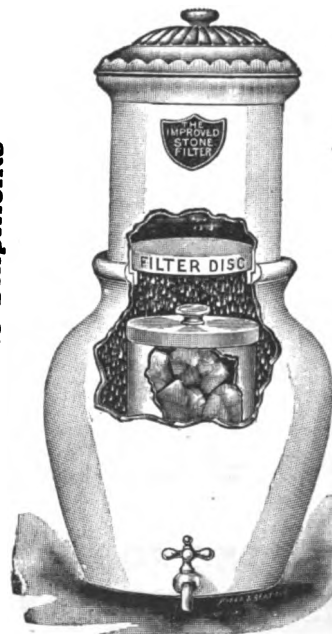
Cooper & McKee,

113 to 121 Lorimer Street, Brooklyn, New York.

FILTER SEASON

1906

AT HAND



Advertising and Display Matter
Large Stock
Immediate Shipments

Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.

Flemington, N. J.

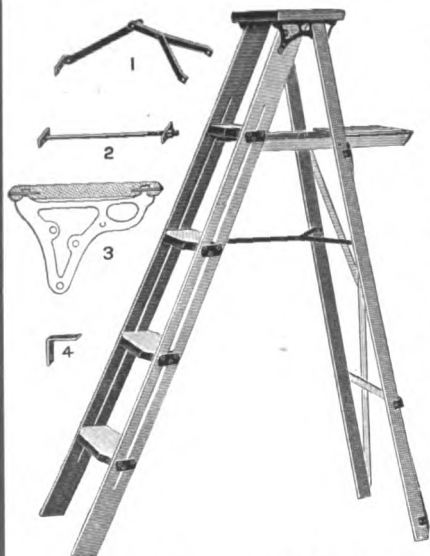
A Step Ladder That Will Not Walk

Is a New Addition to

Udell Ladders

This "Unique" ladder is the latest and best ladder that has ever been offered to the trade. The enormous sales made each day prove that it is taking preference over all others on the market.

The New Udell Catalog for 1906 is just out. It shows very complete lines of step and extension ladders, house furnishings, medicine cabinets, woodenware, etc. Have you got it? It shows goods that are far ahead of the ordinary.



Just send a postal for this new Catalog.
YOU NEED IT.

THE UDELL WORKS

1222 W. 28th St.,

INDIANAPOLIS, IND.

Remember!

The point for you to remember about the

FAULTLESS Pivot Bearing CASTER

is the turning point—

HERE—

NOT

THERE



"The Faultless" never refuses to turn, because it is supplied with Faultless Patent Steel Spring Sock-ets.

The Faultless is interchangeable; will fit six different sizes of wood bed sockets.

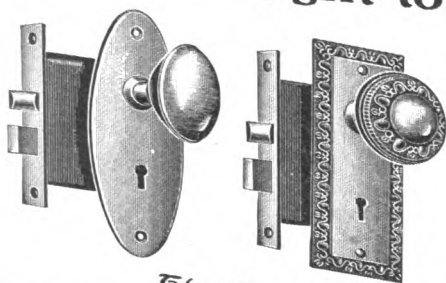
The Faultless received the highest award at the World's Fair, 1904, over all other casters.

It never refuses to turn itself into dollars and cents. Try a sample lot.

The Faultless Caster Mfg. Co.,
Nebraska City, Neb.

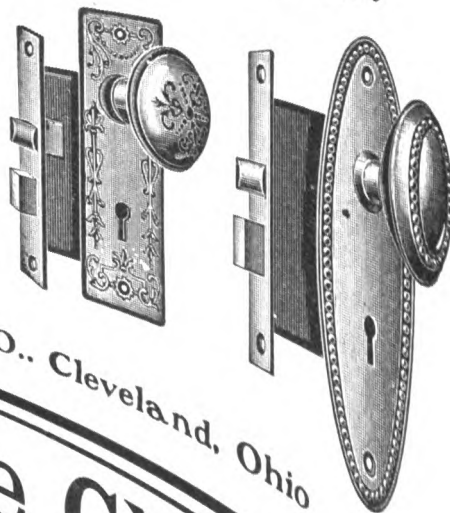


You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings,
Builders' Hardware, Dampers,
Damper Clips, Oil and Gas
Stoves, Furnace Lamps, Mo-
lasses Gates, Letter Boxes,
Hardware Specialties.



The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

THE ROEBLING MANUFACTURES
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WIRE BATHING,
IRON, STEEL, BRASS and every kind of WINDOW SCREEN WIRE,
TRENTON, NEW JERSEY. 117 and 119 Liberty Street, NEW YORK.
171 and 173 Lake Street, CHICAGO.

SCREEN DOORS

WINDOW SCREENS

For several years the following lines of Screen Goods have been considered "Standard":—

WABASH
OWOSSO
PORTER
PHILLIPS
PHILADELPHIA
QUEEN ANNE

The excellence of these lines has been so uniform that only a slight difference in price would swing an order from one factory to another, while other lines have had to be sold at 5 to 10 per cent. less.

These goods are as reliable and satisfactory as ever. True, they are higher in price this year, but the advance is chiefly on account of the advance in lumber.

Mr. Retailer, please call up your lumber dealer and ask him if the Yellow and Norway Pine that he bought a year ago for \$24.00 does not now cost him \$36.00—50 per cent. advance!

"Butt in" lines are always sold cheaper than "Standard" goods, but prices are always as high as the goods will bring. No line is sold for a cent less than the manufacturer's own estimate of the value of his product as compared with "Standard" goods.

The capacity of our factories, operated 10 hours a day for 9 months exceeds the entire U. S. and foreign demand, this or any other year.

The fact that these concerns survived the fierce competition indicates that they made better goods at a less cost than the 44 that quit. They understand their business and they know what goods cost.

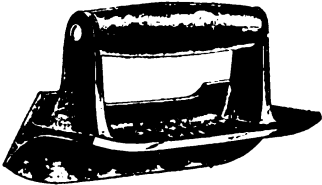
While these factories represent enormous capacity, they have prepared for only an ordinary trade, and sales already exceed 65 per cent. of last year's sales.

If you desire "Standard" goods and prompt deliveries, your order should now be in the hands of the jobber.

Most of the Distribution cars here now gone forward. A few second cars go this month.

The Continental Co.,
Penobscot Building. DETROIT.

Are You Ready for the Spring Trade?



Complete Line CEMENT WORKERS,
PAVIORS and CONTRACTORS TOOLS.
Low Prices. Write for Catalogue.
JOHN STORTZ & SON
Manufacturers,
210-212 Vine St., Phila., Pa.

Teel Chests

All sizes, complete with tools, for
boys, youths, gentlemen, farmers,
railroads and carpenters' use;
also Tool Cabinets.
Machinists' and pipe fitters' empty
Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.
200 West Houston St., New York, U. S. A.

There's Money In It

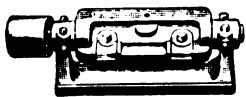
The dealer who handles the Bi-Ped
Tack Puller is sure of a ready seller.
There's a great demand everywhere
for this most helpful household
article. Anyone can see at a glance
how useful it is. A slight pressure
on the handle of the

Bi-Ped Tack Puller

will lift the tacks straight up out of
the floor without destroying them.
It has one foot for carpet and one
foot for matting tacks. Made of
finest grade of steel. Will not break
nor get out of order. Retail for 25
cents. We will send sample including
both feet for 20 cents to any dealer, or
will deliver one dozen to any dealer
in United States for \$2.40.
Write for full partic-
ulars, advertising
literature, catalogue
and quotations.
GENERAL SPECIALTY CO.
1603 Arcade Building,
Philadelphia.



G. & F. WIRE STRAIGHTENER.



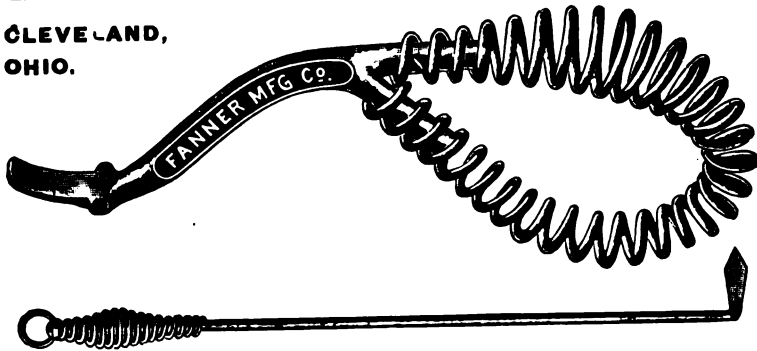
Straightens wire
from No. 3 to No.
20. It is 14 inches
long, 4 1/2 high and
5 wide. Weight
25 pounds. Write
Send for Circular.

Chandler & Farquhar Co. 131 Congress St.,
BOSTON, U. S. A.

CORRESPONDENCE
SOLICITED.
WRITE FOR
PRICE LIST & DISCOUNT
N. A. WATSON ERIE PA.

THE FANNER MFG. CO.,

CLEVELAND,
OHIO.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

WHEN

writing to our adver-
tisers please mention

HARDWARE

60 YEARS'
EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
COPYRIGHTS &c.

Anyone sending a sketch and description may
quickly ascertain our opinion free whether an
invention is probably patentable. Communica-
tions strictly confidential. **HANDBOOK** on Patents
sent free. Oldest agency for securing patents.
Patents taken through **Munn & Co.** receive
special notice, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest cir-
culation of any scientific journal. Terms, \$3 a
year; four months, \$1. Sold by all new dealers.
MUNN & Co. 361 Broadway, New York
Branch Office, 625 F St., Washington, D. C.

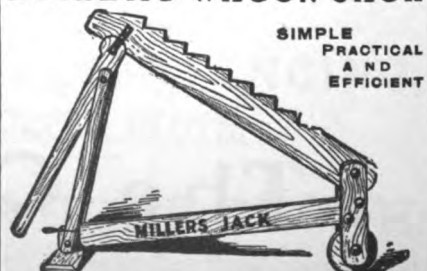
PATENTS

procured promptly and with care
in all countries. Also trade
marks and copyrights.

DAVIS & DAVIS

ATTORNEYS-AT-LAW,
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

MILLER'S WAGON JACK



If not handled by your Jobber we will supply
your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

BOX STRAPPING OF ALL KINDS

BOX CORNER FASTENERS, SEALS, ETC.
WRITE FOR SAMPLES, CATALOG AND DISCOUNTS.
STANDARD METAL STRAP CO., 336-342 E. 38 St., New York

Take off your Hat to "The Myers!"
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS

HAY UNLOADING TOOLS

AND

BARN DOOR HANGERS

HAY RACK CLAMPS

Write for Prices on the
most satisfactory line of
Hand and Windmill Force
and Lift Well Pumps,
Power Pumps, Tank
Pumps, and Spray Pumps,
Hay Carriers, Hay Forks,
Hay Rack Clamps, Stay-on
Door Hangers, etc., man-
ufactured by the largest
Pump and Hay Tool
Works in the world.

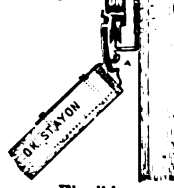
Myers Hay Unloader.



Steel Truck.
Aluminum Finish.

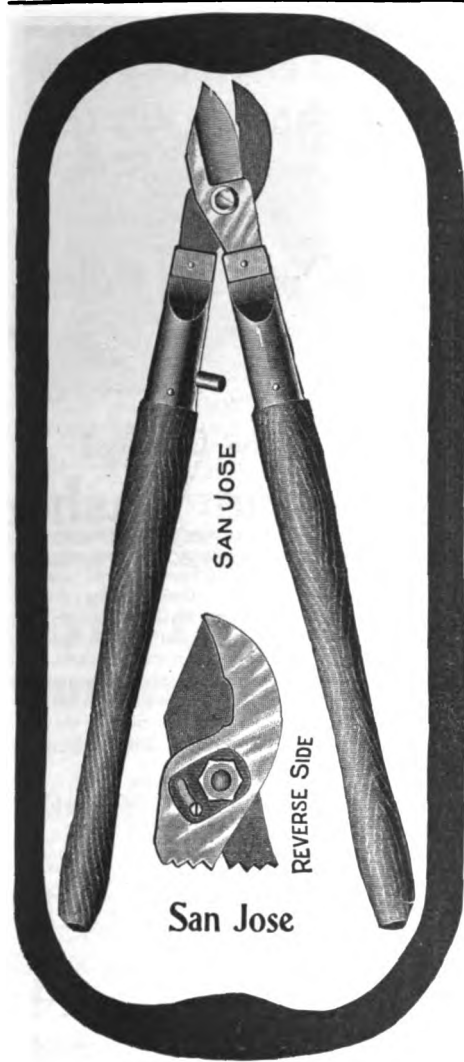


O. K. Stay-on
Door
Hangers.



Flexible.

F. E. MYERS AND BRO., ASHLAND, OHIO.



Pruning Shears

NEW FEATURES:

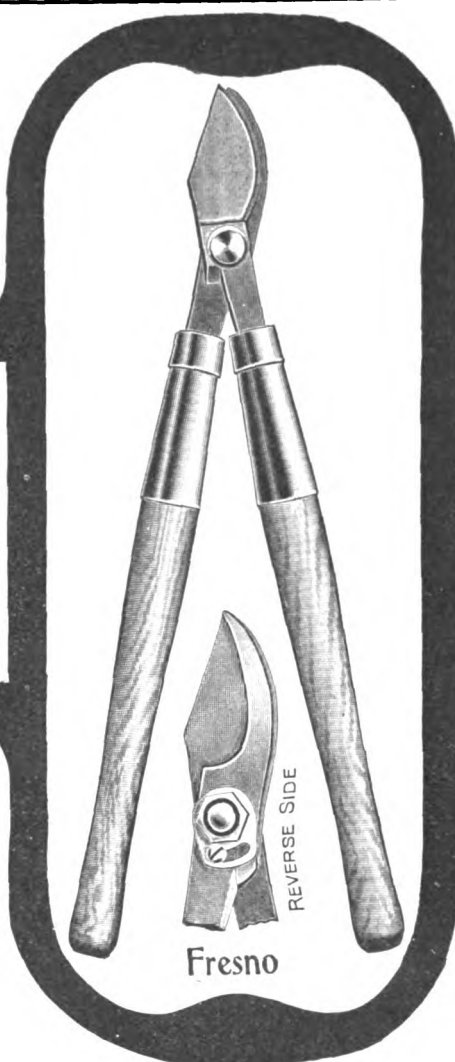
LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK
(Patented Dec. 31, 1901. Dec. 8, 1903.)

The Cronk &
Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes
Garden Mattocks
Garden Hoes

Write for
1906

Catalogue.



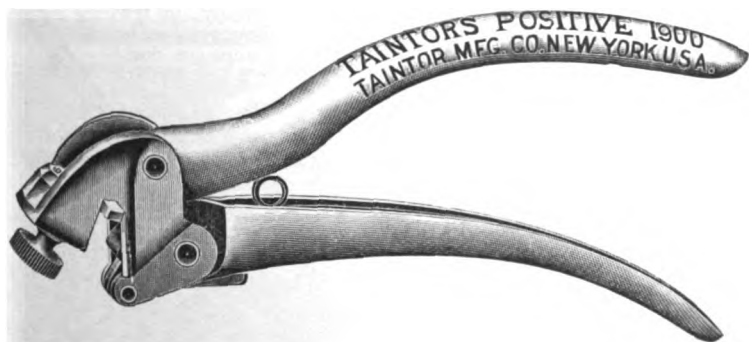
Taintor Positive Saw Set No. 1900

Made Entirely of Steel. Is Light, Strong and Durable.

Parts Interchangeable.

Fully Guaranteed.

This Tool Has Many Advantages Over All Other Saw Sets.



Gauge Cannot Slip.
Has but One Gauge to Set.
Will not slip on the Finest of
Teeth.
Any Setting may be Accurately
Reproduced.
Will not Break, Crack, Crease
or Mar the Face of the Teeth.

SELLING AGENTS

JOHN H. GRAHAM & CO.,

113 CHAMBERS STREET,
NEW YORK.

118 to 122 Holborn, London, E. C., England.

123 California St., San Francisco, Cal.

Copenhagen (Freeport).

The Exclusive Agency

for the sale of our IMPROVED ACME WASHER is offered to live progressive dealers in territory where we don't have agents. The details of

OUR PLAN OF SALE

will be sent you upon request. Its principal features are 1, a liberal margin of profit; 2, no competition and therefore no unfair price cutting; 3, a positive binding guarantee that the machine will do all we claim; 4, a complete plan for co-operating with our agents in making sales to the consumer; and 5, an expensive and elaborate national advertising campaign. (See below.)

(NOTE—In writing for our Plan of Sale, we shall appreciate it if you will state whether you sell any other washers, and if so, what make, and also about how many machines you may be able to dispose of per year.)

Read the Advertisement Shown Here

particularly the offer in the lower part. It is not only extremely fair and liberal to the consumer, but it also shows clearly that we are spending money to create a demand for our machine, and we shall fill this demand through the legitimate channels of trade, that is, through the store of the retail dealer. This advertisement, measuring 7 inches, is the smallest we are using. Our space runs from this size up to 19 inches in most of the higher priced magazines. In fact, we are spending upwards of

\$50,000 IN ADVERTISING

At the present time we are using the February, March and April issues of the following leading publications:

Ladies' Home Journal
McCall's Magazine
Ladies' World
Collier's Weekly
Harper's Bazar

Delineator
Woman's Home Companion
Saturday Evening Post
Everybody's Magazine
Good Housekeeping

Men and Women

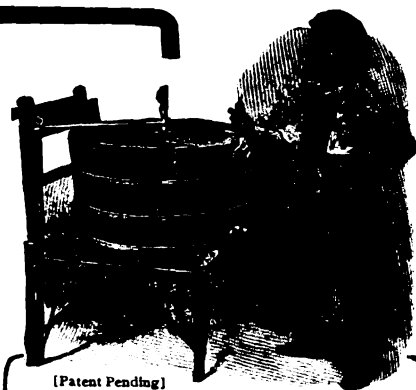
and 16 others, with a circulation of

Over 10,000,000 Copies Per Issue

WRITE TO-DAY FOR OUR PLAN

If you are not interested in Washing Machines, you can doubtless handle our line of Wringers and our Acme Wringer Mop. Prices and terms on application. Write to-day.

ACME WASHING MACHINE COMPANY
COLUMBUS, OHIO



(Patent Pending)

The Improved Acme Washer

will wash thoroughly and perfectly clean anything, from the finest piece of lace to the heaviest blanket, without tearing a thread or breaking a button. In fact, there is nothing in the way of washing which can be done by hand or with any other machine which cannot be done better, more easily and more rapidly with the Improved Acme Washer.

Besides being made of the very best materials, handsomely finished in natural wood, it has a number of

SPECIAL FEATURES

not found on any other machine. These consist of: 1, a Movable Wringer Stand, which brings the wringer directly over the tub, so that all the water falls back into the tub, instead of on the floor. (The wringer need never be taken off.) 2, the Hinged Lid, which is practically steam-tight, prevents the water from splashing over. This is merely raised up and leaned back against the handle, so that all the suds must drain into the tub. 3, the Extension Stand holds the basket, or rinsing tub, close to and on a level with the machine, so that the clothes cannot fall on the floor, and no stooping is necessary. 4, No Iron Post runs through the machine to rust and stain or tear the clothes.

There are many other good points about the Acme, all described in detail in our little booklet entitled "Wash-day Comfort." This is free for the asking. May we send you a copy?

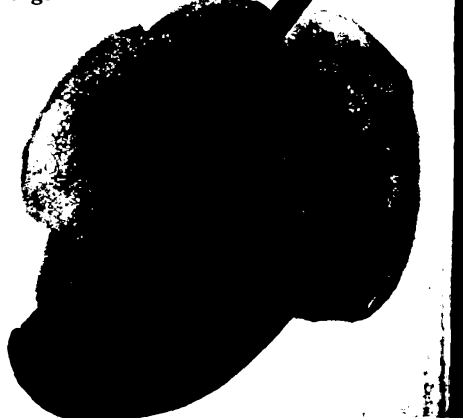
IS THIS A FAIR OFFER?

If you will write us that you are interested, we will give you the name of the dealer in your town who handles the Improved Acme Washer. You can see the machine at his store and learn all about it before you buy it. If you buy it, it is with the understanding that any time within 30 days, if the machine is not in every way satisfactory, he will take it away and give you back your money. He will do this cheerfully and readily, because our guarantee to him protects him against loss. You risk nothing but a two-cent postage stamp to mail us your letter.

Write To-day—even if you are not just ready to buy or even try a machine; in that case let us send the little booklet—remember, it's FREE—write to-day! Address

ACME WASHING MACHINE COMPANY
2511 S. High Street, Columbus, Ohio

THE ACME WRINGER MOP illustrated below is bound to be a winner. One dealer says, "To show it is to sell it." It is what women long have wanted—a mop which can be used in hot, cold, soapy, or lye water, without the hands having to come in contact with it when wringing.



ONCE USED, ALWAYS USED.

The IDEAL LAWNMOWER GRINDER

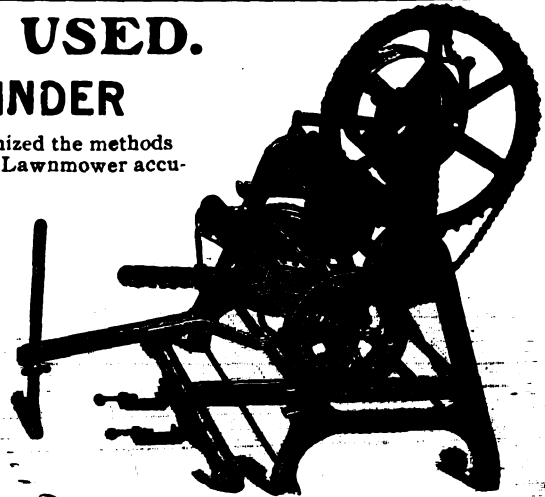
is a machine that within three years has, to a great extent, revolutionized the methods of sharpening Lawnmowers. It is practically impossible to sharpen a Lawnmower accurately with a file, especially as so many Mowers have hardened blades which require very hard work to file at all and at best it is a thankless task. But with our

IDEAL LAWNMOWER GRINDER

any person with ordinary intelligence can sharpen a Lawnmower with accuracy in one-half the time required by the old method. The "Ideal" Grinder will grind any desired clearance behind the cutting edge, and the blades will all be ground the same distance from the center, or straight across, so that each blade touches the steel cutting bar along its entire length.

Write for further particulars, prices, etc.

ROOT BROTHERS CO., Plymouth, Ohio



If you're Looking for First Class

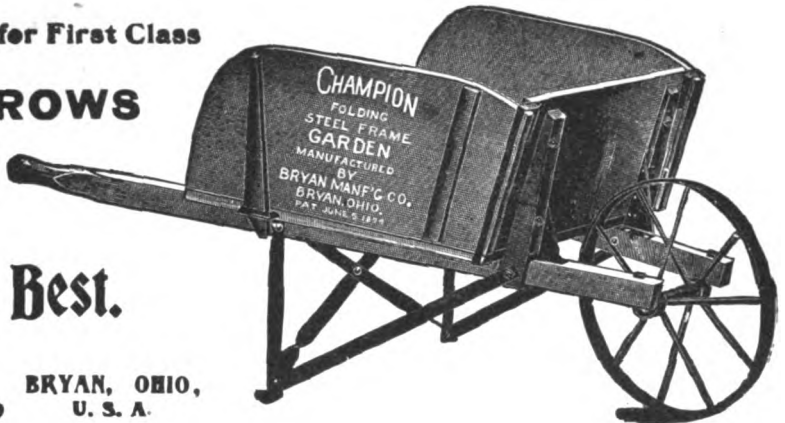
UP-TO-DATE BARROWS

ORDER THE . . .

Champions, the

All Kinds of Wood and Steel Barrows. **World's Best.**

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



Automobile Cycle Skate



Our newest model. One size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail \$10.00 per pair. With 4-in. wheel, \$7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

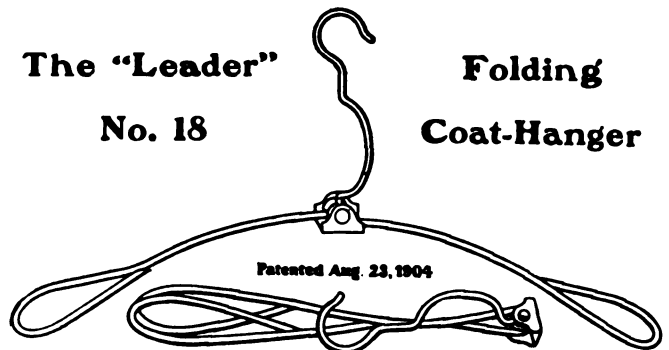
Cycle Skate and Sporting Goods Co.
37 Park Street, New York

The "Leader"

No. 18

Folding

Coat-Hanger



Patented Aug. 23, 1904

JUST the thing for persons traveling. Takes up but a small space in the grip. Nicely nickel plated. Keeps coat or ladies' jacket in perfect shape.

Great seller for agents.

Write for catalogue and prices.

THE LEADER MFG. CO., HARTFORD, CONN.

S.&S. KNIVES

WARRANTED



NATIONAL CUTLERY CO.
S.&S.
WARRANTED
DETROIT

THEY HOLD AN EDGE — — — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

The Smith & Egge Mfg. Co., BRIDGEPORT, CONN.

Manufacturers of . . .

Sash Chains

“Giant,” “Red Metal”
• • Cable and Jack
Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seldel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A
**CLOCK SPRING
STEEL BOTTOM**

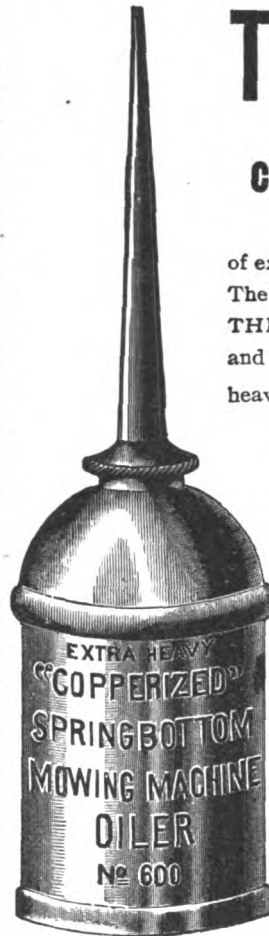
of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy “Swedoh” Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

**THE AMERICAN TUBE
& STAMPING CO.,**

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



THE HEART OF THE MATTER

In this Nipper is the Double Jaw with four blades instead of two. Adjustable—reversible—interchangeable—equal to two pairs of any other kind. Five sizes: 6 in., 8 in., 10 in., 12 in., 14 in.

The NETTLETON REVERSIBLE NIPPER

Is acknowledged the strongest and handiest Nipper on the market. Sell? We never saw the beat of it!

If you want to please your Nipper using friends, put in the Nettleton. It'll talk for you and sell itself.

THE NETTLETON MFG. CO.
Office and Salesroom: 157 CHAMBERS STREET, NEW YORK
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.



HARDWARE

Thomas A. Alexander, who has been in the employ of the Yale & Towne Mfg. Co. since November 1895, has recently associated himself with the Peck, Stow & Wilcox Co., at their branch house, 27 Murray Street, New York.

HARDWARE CLUB OF NEW YORK.

At a meeting of the Board of Governors of the Hardware Club of New York held on March 20th, the following gentlemen were unanimously chosen as officers to serve during the coming term.

President, J. Leonard Varick
Vice President, Eugene Bissell
Treasurer, Thomas F. Keating
Secretary, Arthur G. Sherman

319482

ASTOR, LENOX AND
TILDEN FOUNDATIONS.

Each of the officers succeeds himself to the office named. The Club has now 600 resident members, 160 non-resident, with 99 names upon the waiting list.

THE SMITH & HEMENWAY CO.

The Smith & Hemenway Co., now at 296 Broadway, New York, desiring to obtain more room, and to increase their facilities for their rapidly increasing business, intend about May first moving to Nos. 108-110 Duane Street, a short distance from their present location. The company will occupy the entire first floor, one flight up, in which there is nearly three times the floor space they have in their present quarters, and in more convenient location for shipping, among other manifest advantages.

THE NEW UDELL WORKS CATALOGUE.

The Udell Works, Indianapolis, Ind., have issued their new catalogue for 1906-1907 covering a line of Housefurnishings, Woodenware, Commodore, Medicine Cabinets, Folding Tables, Ladders, etc. Several additions have been made to their old lines, one of the most important being their "Unique" Step Ladder, which they claim "is one of the best braced, strongest and most durable ladders ever placed on the market by any firm." The catalogue illustrates some very handsomely designed and constructed patterns of bath-room and medicine cabinets, some being made in weathered oak, mission style, as well as the regular golden oak. Grilled cathedral glass doors add to their attractiveness, and they are finished in a manner which makes them suitable for the most luxurious surroundings. The line of Folding Tables shown is an extensive one. The contents of the catalogue also include Hall Trees, Folding Steps, Lapboards, Invalid Trays, Ironing Boards, Towel Rollers, Drying Racks, Wash Benches, Painters' Stages, etc.

A WELL KNOWN NEW YORK ADVERTISING BUREAU REMOVES.

The Manufacturers' Advertising Bureau which has been located on Liberty Street for many years has removed to 237 Broadway, New York City.

Probably no other concern in the advertising line is as favorably and well known to the machinery trade throughout the United States as the Manufacturers' Advertising Bureau and its proprietor, Benjamin R. Western. The bureau has been established since 1877 and has made a specialty of Machinery and Engineers' Supplies advertising for many years and is considered an authority in this line. For some time, however, the Liberty Street offices have become cramped for space and it is in order to meet the demand for more room and better facilities that the change in location has been made. The bureau intends also to somewhat broaden the scope of its work and while particular attention will be given to advertising in the trade and technical journals as heretofore, it will also be equipped to handle advertising in the newspapers, magazines and all other periodicals as well.

STEVENS KEEPING UP A RECORD FOR ACCURACY.

We are gratified to state that at the recent National Tournament of the Zettler Rifle Club, New York City,—a competitive rifle shoot in which all the prominent marksmen and crack shots were represented—Stevens and Stevens-Pope Rifles again carried off the majority of the prizes. Stevens Rifle Telescopes raised records as usual, and were notable factors in the making of "top notch" scores. In the leading event of the Tournament—the 100 Shot Match—Stevens and Stevens-Pope Rifles secured the first four prizes. The winners of the first six prizes (five of the six

being equipped with Stevens and Stevens-Pope Rifles) used Stevens Rifle Telescopes.

The High Scores of the 100 Shot Match were as follows:

| | | | |
|-----------------|------|----------------|------|
| 1. A. Hubalek, | Shot | Stevens | 2468 |
| 2. R. Gute, | " | Stevens-Pope | 2464 |
| 3. W. A. Tewes, | " | No. 54 Stevens | 2461 |
| 4. L. P. Ittel, | " | Stevens-Pope | 2459 |

For best results in Target Shooting, it is obvious that a Stevens Rifle and Stevens Telescope are simply indispensable. The marvelous Stevens Accuracy means winning scores and first prizes.

STANDART-SIMMONS HARDWARE BUILDING.

One of the finest commercial buildings in Toledo is the new seven-story and basement structure which is now nearing completion for the Standart-Simmons Hardware Company. The building is located on the Clover Leaf road at Erie and Lafayette streets, with a frontage on the first named thoroughfare of 145 feet and 128 feet on Lafayette. It contains 100,000 square feet of floor space and is admirably adapted for the purpose for which it was built, mainly the conduct of a Hardware jobbing business.

The building is of mill construction with exterior of red facing brick laid in red mortar. The walls are 40 inches thick at the bottom and taper to 16 inches at the top. The height from the bottom of the foundation to the top of the wall is 125 feet.

The structure is equipped with the latest sprinkler system and has waterproof floors, making each story entirely independent of the other in event of fire. The waterproof floors are secured by covering the floors with waterproof paper which is cemented down. A tongued and grooved maple floor is then laid on top of this. Each floor has a separate drainage to the sewer, so that the flooding by water of the contents of any story would not injure the goods on the floor below.

The building will be heated by both hot water and steam, the former being used for the office alone. The heating system has already been installed in order to dry out the building and it is expected that the company will be doing business in the structure within 30 days.

The bringing to Toledo of a branch of the great Simmons Hardware Company means more to the jobbing interests of the city than can be readily imagined. Especially is this true in the case of the Hardware business, which will receive a great impetus by the advent of the Mound City Company. Toledo Hardware men welcome the entrance into the local field of the Simmons company, which is the largest concern of its kind in the world. They say that the influence of this great corporation will materially help to enlarge the jobbing interests of the city and will be the means of bringing other companies here. George J. Marquardt, of the Schunk-Marquardt company, voiced the general view of the local Hardware men when he said the other day to a representative of the *Toledo Blade*:

"The bringing to Toledo of the Simmons Hardware Company of St. Louis will be a good thing for the city. I do not belong to that little group of small-souled people who are afraid that the advent of a new concern into this field means disaster to them. Toledo is growing rapidly and there is room enough here for all. It is only a case of the survival of the fittest, and if I am not able to hold up my end, why, I deserve to go down.

"What we want is a broad liberal feeling towards all engaged in the same line of business as ourselves. Competition is fine and one man has as much right to engage in it as another. I believe the Standart-Simmons Company will not force any other local Hardware jobbers to the wall. It will bring to Toledo much business that none of us could get anyway, and we will continue to get our share of the remainder.

"We are all glad that Toledo presents such advantages as to attract the attention of the St. Louis men, who have jobbing houses in all sections of the country."

Such expressions as these of Mr. Marquardt should be published broadcast, as showing the outside world that local business men are broad enough for the great city in which they do business. It is men of this stamp who make a city great and who expand with the growth and development of the city's commerce.

The Simmons Hardware Company, when it desired to establish a branch in this section of the country, looked over the claims of Detroit, Columbus, Indianapolis, Cleveland and Cincinnati, but decided to locate here on account of the city's great railway facilities and unsurpassed geographical location.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

CHICAGO1164 Monadnock Block

C. H. GREENE, Representative

DETROIT61 West Congress St.

G. T. NEWKIRK, Representative

L. E. MACINTYRE,President.

A. P. MITCHELL,Secretary and Treasurer

HENRY HOPKINS,Editor.

J. W. PENTZ,Advertising Manager

APRIL 10, 1906

Editorial Trade Review

At last the Clerk of the Weather has relented and given us a taste of Spring. To be sure he played the same trick in January, when bushes began to bud, and some early flowers made their appearance in the gardens. This was followed by a cold March, which has kept all vegetation back, and now we are having the first breath of what promises to be the real article. What effect this will have upon trade remains to be seen; usually a lagging trade during the Winter months is followed by a brisk demand when the sun gets to work and sets the blood to circulating in humanity and the sap in the trees.

There is a feeling, however, that this year, owing to the mild Winter, Spring trade has been somewhat anticipated, and the large volume of trade during the Winter months is likely to detract from the usual Spring demand, but this is more than questionable. It is a common saying that when unseasonable weather comes and trade is poor that business lost under such conditions is never regained. It is hard to see why the same rule should not work both ways, and the general prosperity in the country should suffice to maintain a good demand throughout the Spring.

Certainly there is no room to complain: so far trade has been unusually good, so that each month of 1906 has made a new record for volume, and there seems to be nothing in sight to call for any inactivity of business; perhaps, one exception might be noted in the coal situation, which may, however, be settled before this reaches the eyes of your readers.

The bituminous question seems largely determined, but the uncertainty prevailing in the anthracite region has severely affected trade in that section. We are already in receipt of advices saying that since the suspension order went into effect the first of the month, that trade has revived, simply because uncertainty is largely removed, and the striking miners go to work fixing up their houses, working in their gardens, and doing other work calling for Hardware and supplies. We trust that good sense may prevail on both sides and the calamity of a strike yet be averted.

There is still considerable complaint of the difficulty of filling orders, and manufacturers are in many cases far behind. It is difficult to recall a time when manufacturers have been so busy as they are to-day. Said one manufacturer to the writer a few days ago, "I have never seen anything like it; the boom year of three years ago was not in it, compared with the demand to-day, and we are simply swamped." Reports like these are well nigh universal, and as far as can be seen all goods sold are going directly into consumption.

There is still room for improvement in collections, which are naturally slow during the Winter. Now the Spring is opening, farmers are once more beginning to receive some returns, and as April 1st is largely regarded as the annual settling time, it is hoped that we shall soon be able to report an improvement in this respect also.

JAMES H. RITTER,
OF BIDDLE HARDWARE CO.

FEBRUARY'S INCREASING EXPORTS.

Two-thirds of the fiscal year ending June 30, 1906, has presented its commercial record, and the growth of commerce has been sufficient to justify the assertion that for the year both imports and exports will exceed those of any earlier like period. The exports of 1905 exceed those of any earlier year; yet the exports of that part of the fiscal year 1906 recorded are 190 million dollars in excess of those of the corresponding months of 1905. Exports in each of the great groups—products of agriculture, manufactures, the mines, the forests, the fisheries, and miscellaneous articles—show an increase over the exports of the same months of last year.

The most remarkable increase in the imports occurs in manufacturers' materials. The class "articles in crude condition which enter into the various processes of domestic industry" shows for the eight months ending with February, 1906, a total of 264 million dollars, against 243 millions in the same month of last year; while the class, "articles wholly or partially manufactured for use as materials in the manufactures and mechanic arts," shows a total of 112 millions, against 92 millions in the same months of last year. Thus manufacturers' materials show a total gain of over 40 million dollars in the eight months ending with February, 1906, compared with the corresponding months of the preceding year, and seem likely to make by far the largest total of such imports in the record of our foreign commerce. The increase in the partially manufactured materials occurs chiefly in tin, copper, iron and steel and chemicals. The increase in raw materials occurs chiefly in fibers, hides and skins, leaf tobacco, and raw silk.

The increase in exports of manufactures, aggregating 45 million dollars, occurs chiefly in cotton goods, which show an increase of about 8 millions; iron and steel manufactures, an increase of 16 millions; cars and carriages, an increase of 5 millions, and manufactures of wood, mineral oils, and leather, and manufactures thereof, each show an increase of about 2 million dollars, as compared with the same months of last year.

The rapid growth in the exportation of manufactures is illustrated by comparing the February, 1906, exports with those of February of each year during the preceding decade. It will be seen from the table which follows that the February exports in 1906 were nearly three times as great as those of 1896, while the growth of exports of manufactures for the entire eight months is correspondingly great, the total for the eight months ending with February, 1896, being 144 million dollars, against 387 millions in the eight months ending with February, 1906.

Exports of domestic manufactures from the United States during the month of February, 1896 to 1906.

| Month of February— | Total. |
|--------------------|--------------|
| 1896 | \$17,259,459 |
| 1897 | 20,248,989 |
| 1898 | 21,080,901 |
| 1899 | 24,489,860 |
| 1900 | 34,226,128 |
| 1901 | 30,302,692 |
| 1902 | 31,740,842 |
| 1903 | 32,612,784 |
| 1904 | 38,189,012 |
| 1905 | 39,386,084 |
| 1906 | 46,586,585 |

NEW TRADEMARK LAW A BURDEN TO MANUFACTURERS.

The new trademark law of the United States—the Act of February 20, 1905—took effect April 1, 1905. In the nine months from that date to December 31, 15,737 trademark applications were filed at \$10 each, bringing into the Patent Office in application fees \$157,370. The total receipts from trademark application fees for the year, including the fees on 414 applications filed under the old law prior to April 1, at \$25 each, was \$167,720. The largest number filed in any previous year was 2,602 in 1902, the fees for which amounted to \$65,050. The increase in application fees for the year over the best previous year was \$102,670.

There is very general complaint among trademark owners of this city that the Patent Office fails to carry out the intended purpose of the act and by its technical rulings and delays is tending to make registration undesirable instead of encouraging it, and in regard to marks sought to be registered here in order to be subsequently registered abroad the Patent Office by its rulings is needlessly placing upon American manufacturers a burden of expense for foreign registrations which amounts almost to prohibiting the protection of American trademarks abroad.

On account of this general and well-founded complaint a bill to amend the Act of February 20, 1905, has been prepared by Arthur P. Greeley, formerly Assistant Commissioner of Patents and a member of the Commission to Revise the Trademark Laws appointed by President McKinley, and has been introduced in the House of Representatives by Mr. Currier as H. R. 5349. The following explanation of the necessity of the bill is made by Mr. Greeley:

"While out of 42,101 trademark applications filed between January 1, 1881, and April 1, 1905, 36,219 were registered, 86 per cent., out of the 15,737 filed under the new act only 4,090, or 26 per cent., had been registered, this number of registrations being only 42 per cent. of the number of applications filed prior to July 1, 1905. In other words, allowing six months for the examination and issuance of the certificates, the percentage of registrations is only 42, as against 86 under the old law.

"The difficulty and delay results in large measure from the requirement of the Patent Office for a detailed description of every feature shown on the specimens, whether an essential feature of the mark or not, and this is insisted on in the face of the fact that the trademark shows for itself what it is and detailed description is wholly unnecessary and is not required in any foreign country and is not required by the Patent Office in case of designs which bear a close resemblance in subject matter to trademarks. H. R. 5349 provides for doing away with this ruling of the Patent Office by striking out of the act all requirement for description.

"An even more serious feature of the present practice of the Patent Office intended to be remedied by the bill is the restriction of trademark applications to a single description of goods instead of permitting a single registration to cover all goods falling within a recognized class on which the trademark has been used. In other words, while in all countries of the world other than the United States, and in the United States up to 1902, a single registration would cover all the goods falling within the class of cutlery and edge tools, the Patent Office now requires from ten to twenty or more registrations to secure the same effect.

"The effect of this practice is to make it necessary for the American manufacturer of cutlery to pay ten or twenty or more fees to the Patent Office instead of one, and what is more serious, compels him in registering abroad to pay in every country ten or twenty or more times what it should cost, and in this way places upon him a burden of thousands of dollars, while his English or German or French competitor secures the same protection for a few hundred.

"The effect of this ruling of the Patent Office is a direct and serious blow to the extension of American foreign trade by the wholly unnecessary requirement of our own Patent Office. American trademark owners must register their trademarks abroad if they are to extend and continue to hold their foreign trade. They cannot register abroad without first registering here. If the law as it now stands permits the Patent Office to make foreign registration so expensive as to be practically prohibitive, and if the Patent Office insists upon this burden upon our own manufacturers, it is time the law was so changed as to restrict the power of the Patent Office and permit our foreign trade to develop."

*

There is none made so great but he may both need the help and service, and stand in fear of the power and unkindness, even of the meanest of mortals.—SENECA.

"HOW TO PROMOTE HOME PATRONAGE."

The following article won the prize offered by Shenandoah, Iowa, merchants for the best short essay on: "How to Promote Home Patronage."

Be honest, earnest and accommodating. The most powerful factor in business is the personal element, and right there is where the home merchant has the advantage of the mail order man. The farmer knows his home merchant, knows him to be honest, straightforward and obliging. If he can get anywhere near as good prices at home he will not send away. Let the farmer know that you have his interest at heart and would not knowingly sell him anything of poor quality. Educate him to the use of the best qualities and show him the differences in the grades. Make it an open deal all the way through, straight and above board. The farmer does not object to a fair profit, but the mail order men have constantly impressed on his mind that the home merchant is a robber and a villain, till sometimes the farmer almost believes it.

If he talks of sending away, say: "All right, I will take the order on the same terms. Pay me the money in advance and give me two weeks' time to send to the factory for it, pay the freight, shut your eyes and take what comes." He will open his eyes and say he couldn't think of dealing that way. But that is just the way it is when he sends off.

Make your advertisements in the home papers plain, straightforward talks along these lines. Talk it over personally with the farmer in a frank and pleasant way. This personal element and the man-to-man friendship is the basic element of all business and especially of the home patronage.

MEETING OF THE EXECUTIVE COMMITTEES AT PITTSBURGH.

The Executive Committee of the American Hardware Manufacturers' Association began a two days' session with a meeting at the Fort Pitt Hotel on March 27th. It is said a new scale of prices was discussed at length, with a strong tendency manifested by the manufacturers toward a general raise in prices. This increase in the schedule has been made necessary by a distinct increase in the cost of production, due primarily to higher wages which have recently been paid to employees; but the discussion resulted in nothing more definite than an exchange of opinion relative to raising the prices of Hardware. It was thought that the meeting would agree unanimously to this increase. The sentiment of the manufacturers was strongly for a higher schedule, but while the Jobbers' Association Executive Committee did not directly oppose this move, their voices in the conference resulted in the matter being kept in embryo until the annual convention at Hot Springs, Va., June 12 to 14.

A number of Hardwaremen, including the executive committee of both manufacturers and jobbers, were entertained at a dinner at the Union Club on the 28th by Robert Garland of the Garland Nut & Rivet Company, Pittsburgh.

At this conference, the Executive Committee of both the American Hardware Manufacturers and the Southern Jobbers Associations completed arrangements for a joint convention of the two Associations, which will be held at Hot Springs, Va., opening on June 12. An interesting programme was outlined, which includes an entertainment and banquet on Wednesday evening, June 13. The complete programme will be ready for mailing to the members in about two weeks, and will include among other features the following:

An Address of Welcome to the manufacturers, which will be responded to by C. W. Asbury, of the Enterprise Manufacturing Co., Philadelphia; an Address of Welcome to Hot Springs by J. T. McAllister; also an Address by W. P. Smith. A joint executive session of both Associations will take place on Wednesday afternoon, at which W. W. Webber will deliver an address on the "Effects of Quantity Differentials." He will be followed by another member of the Southern Hardware Jobbers' Association, to whom Robert Garland will reply. An open discussion of this subject will ensue, and also one on "Uniform Freight Classification." This subject will be opened by W. E. Newell of the Southern Hardware Jobbers' Association, to be followed by a member of the American Hardware Manufacturers' Association. Wednesday evening will be devoted to a banquet, as before suggested. On Thursday morning there will be executive sessions of each Association, and a joint session of both Associations in the afternoon, which will be an open meeting, at which an address on "The Integrity of Contracts," opened by a manufacturer, will be followed by a general discussion. There will be an address by E. M. Bush, president of the National Retail Hardware Association, subject to be announced, and an address by J. H. Kennedy, editor of the *Hardware Dealers' Magazine*. Thursday evening will be devoted to entertainment features, and on Friday at 10 A. M. will be an executive session of the Southern Hardware Jobbers' Association, election of officers, etc.

THE FEELING OF FRIENDSHIP BETWEEN COMPETITORS.

"No," replied the Hardwareman to an inquiring customer, "we don't keep A. X. brand carpet sweepers, but may I now show you the famous Sweepwell, which we consider the best carpet sweeper made?" No use my looking at it, nothing will do but a 1906 A. X.," replied the customer. "I'm sorry I don't carry it, but I think you can get it at the Other Hardware Company's. I'll telephone and see, if you wish." The customer seemed pleased at this attention, saying he would appreciate it. The Hardwareman turned to the telephone, calling up the Other Hardware Company. He found that they didn't sell this brand of sweeper—thought that Mr. Straightdealer handled it. "This is Straightdealer talking," I heard him say, "You say Smith carries A. X. sweepers, you think; I'll call him up." It was found that this particular brand was sold by Smith—but the Smith Hardware Co. was at the other end of town, some blocks away. Keeping Smith still on the wire, Straightdealer turned to his customer, asking if he wanted one sent. "Yes," and tell him to send it up C. O. D. I've never had an account there, and I don't care to open one." The order was given accordingly. The customer thanked Mr. Straightdealer for his trouble, made a small purchase, chatted a minute, and left the store feeling pleased with the treatment he had received.

Mr. Straightdealer came back to me, and after introducing myself, I remarked upon the unusual way of helping a competitor to secure business. It was the first time I had made the town, and it was explained to me how all the Hardwaremen there worked together. First, a local association had been formed, and gradually the feeling of friendship had replaced that of rivalry. "This little act of mine did three good things—it pleased my customer, whom I saw would be suited with no other brand of sweeper; it pleased both the other Hardwaremen to know that I was trying to swing a little business their way, and it pleases me to feel that I've done the other fellow a good turn. Another thing, that customer might have gone to the Other Hardware store. Not finding there what he was looking for, he might possibly have sent out of town for it, and you can't tell but that in the future he might have sent out of town again, even for goods that he could buy in my store."

It was further explained how this feeling of friendship and cordiality in business on the part of the Hardwaremen in that town was enabling all of the dealers to make more money. Not by advancing prices, but by maintaining a fair price and getting a reasonable profit on the goods sold. By clubbing some of their business and buying at lower prices, by not underbidding each other on a contract job, simply to keep the other dealer from getting the job—as is often done when the dealers of a town feel that they are only rivals and competitors. As they became better acquainted, each had found the other to be a good fellow not only, but a gentleman, and had found that all were in business for the same purpose, i. e., to make money as well as to serve the public.

As was stated by this dealer to me, business was being held in the town that might often have gone out of the city or been kept to the Hardware store that might have gone into racket or department stores. Thus, outside competition had been blocked out very largely in this town by the feelings of friendship there displayed by the Hardware merchants.

The customers of these stores notice it, and reflect it back to the dealer. Any merchant who treats his competitor in a fair and liberal manner inspires confidence in the mind of his customer—and the fundamental foundation-stone of all business is confidence.

By the practice of courtesy on the part of these dealers the business is more pleasant, and many disagreeable phases of trade are never touched.

In the town mentioned above, the Hardwaremen have monthly meetings, at which time a supper is served—some times these meetings are held at a club, but more often in the home of one of the members. A list of slow or unprofitable customers is kept, and the dead beats are spotted, and in this way much money is saved.

Another result of this friendly feeling made itself manifest on the part of the clerks in these stores. It is a positive fact that the Hardware clerks in that town are more courteous in their treatment of customers. And the traveling salesman seemed to be shown an unusual amount of consideration—all this as a result of this strong feeling of friendship between the Hardware merchants themselves.

If Hardwaremen doing business in the same town could only know and realize the many advantages and real results to be obtained by getting in touch with one another, they would find business not only more pleasant in theory but more profitable in practice.

HAMMERNAIL.

Legal Matters**OF INTEREST TO HARDWAREMEN****EMPLOYMENT—UNION—MEMBERSHIP.**

The Appellate Division of the New York Supreme Court for the First Department held, in the recent case of *The People vs. Marcus*, that section 171a of the Penal Code, rendering criminally liable any employer of labor who should make it a condition of employment that the employee should not belong to a labor union, was unconstitutional. The court said: "Such legislation is a radical departure from what has been regarded in the past as the providence of the legislature. It has always been supposed, and the decisions so holding are numerous, that an employer, so long as the contract does not affect the public health, morals or welfare, is at liberty to employ or discharge whomsoever he pleases, and to refuse to employ any person no matter what his motive thereof may be, without becoming answerable therefor, except for a breach of contract for an unjustifiable discharge of an employee; and likewise that an individual may accept or refuse any employment that he chooses or quit work at will, and that his reason therefore cannot be questioned, and he incurs thereby only liability for a breach of contract if he quit in violation of his contract."

CONTRACT—DELIVERY—DAMAGES.

The Supreme Court of Indiana held, in the case of *The Connersville Wagon Company vs. McFarlan Carriage Company*, that a contract by which one party agreed to furnish to another 10,000 articles of a certain description during the next year, or so many thereof as he might order, not less than \$5,000, became a binding contract as to so many as the purchaser ordered pursuant to the terms of the contract and within the time allowed; that upon failure of the seller to fill his orders an action would lie that a notice by the seller that he would not furnish any more, given while the purchaser still had a right to order more, gave the purchaser a right to treat all the remainder of the 10,000 contracted for as having been ordered and refused, and that damages could not be recovered for the profits which plaintiff asserted he would have made by operating his factory if defendant's contract had been strictly performed and he had furnished materials to be combined with other materials into the finished product turned out by the plaintiff.

ACCIDENT—INJURY—AGENCY.

In the case of *Sherwood vs. Warner*, recently decided by the Court of Appeals of the District of Columbia, the plaintiff claimed to have received injuries while engaged in repairing an elevator in an apartment house owned by the defendant. While engaged in the work, the plaintiff directed the janitor of the building to pull the rope of the elevator; and by reason of the fact that the janitor caused the elevator to move in the direction opposite to that desired by the plaintiff the latter was injured. The trial court held that the janitor was acting as the agent of the plaintiff in carrying out his request, and not as the agent of the defendant, and directed a verdict for the defendant, which judgment was sustained on appeal.

WARRANTY OF MACHINE—PERSONAL INJURIES.

In the case of *Birdsinger against the McCormick Harvesting Machine Company*, decided by the New York Court of Appeals, and reported by the *New York Law Journal*, it was held that a contract for sale of a harvesting machine, reciting that the machine was warranted "to do good work, to be well made, of good materials, and to be durable if used with proper care," does not cover damages for a personal injury to an operator caused by the breaking down of the machine. Such a warranty covers only the capacity of the machine, by reason of its good construction, to do good work and indemnity to the buyer against failure in that respect. The right to recover consequential damages, as the result of a breach of warranty, depends upon the terms of the warranty, considered in connection with the article sold.

RAILROAD—SLEEPING PASSENGER—ACTION.

The Supreme Court of Michigan held, in the case of *Bass vs. Cleveland, etc., Railway Company*, that where a passenger was sleeping in a day coach when the train arrived at his destination, his failure to leave the train immediately did not terminate the relation of passenger and the carriers' duty toward him as such.

THE RETAIL HARDWARE DEALER AS AN ADVERTISER

Advertising is getting favorably into public notice, whatever the means employed, and then—keeping there. To decide aright how to advertise necessitates a study by the individual retailer of the condition and characteristics of the public he desires to reach, and a study to find the very best and most economical methods of reaching them. To say how much to advertise is to advise simply that he keep at it until he has reached all the people that he cares to reach, or can reach within the bounds of financial wisdom, and then to keep at it in order to keep before them.

It is well to adjust both stock and prices to the wants of the better people among the middle class. This will give a reputation for good goods, and it will soon be found that the poorer people will eventually realize that they get more than double the value from high-class goods than from those that are a third cheaper in price.

Four different advertising mediums may with propriety be used in advertising. These are, in the order of their importance: Personality, Printer's Ink, Window Displays, Personal Canvassing. There should never be any let-up in the first and third mediums, and the second should be in almost every case just as constantly employed.

Personality, or individuality, is as necessary to success as air is to life. It must be of the kind that inspires confidence, friendship and admiration. It is the most valuable element in the stock in trade, more vital to the business than cash, for it brings cash. It is a combination of character and front. Be honest, energetic and progressive, and fasten the fact of being so in the mind of the public. Be agreeable. Get into the limelight as much as possible, and take the business in also wherever possible.

Make the store reflect your personality; your notions of order and system and salesmanship should govern the employees. Carry out this individuality in the advertising. Have a style to the newspaper advertisements and circulars. Personally meet as many customers as possible. Work the personal equation for all it is worth; it is worth a lot.

All printed advertising must be sparkling and live and crisp, and always carry a fresh story. The telling of facts is always interesting, and there is no other retail business under the sun in which so many facts may be dug out to tell.

Newspaper and circular, and in most cases the advertising letters, should correspond with each other in the subject treated, and always should have an accompaniment in the windows. This simultaneous advertising amounts to insistence. Each method reinforces the other, and while one alone may not win direct attention, the repetition of the story in another form will usually catch the eyes of those who did not see it in the first form and fix the attention of those who did see it in another form but may not have paid particular attention to it. This employment of double and occasionally triple means of telling the same story is more than doubly and triply valuable in its effect as compared with the employment of only one means at a time. It awakens to consciousness the sub-consciousness of the majority who have read or seen the story only once.

In taking up newspaper advertising the retailer must first decide just how many and what papers to employ. For illustration, we will assume a hypothetical case: There are three papers in one town, all weeklies. One is a struggling old sheet, established at some period before the war, still following the antiquated methods prevalent then. Cut it out. Another is a live, up-to-date, red-hot Republican organ in a Republican community, read by three-fourths of the population. Its rates are rather high in comparison with those of the other papers, and its editors refuse to reduce them. That is the kind of a paper to advertise in. Pay the rates cheerfully. The third paper is a comparatively new Democratic organ, enjoying the confidence and subscriptions of most of the adherents of that party, and getting many readers among the other crowd. Take space in that paper also, but in negotiating rates make capital of the fact that the paper needs both advertising and money, and also of the fact that your taking space will increase the appearance of prosperity of the paper and will have some effect in inducing other business men to give it a trial. In this way a substantial reduction from the card rates should be secured, in which case the best thing to do is to get a contract for as long a time as possible, with the privilege of forfeiting it whenever desired.

A few words about circulation. Not only should the publisher be willing to certify to his circulation and show post-office receipts, but he should give actual figures of circulation in the sur-

rounding towns. This information is of importance, as it allows the advertiser to know just who he is getting at through his newspaper advertisements, permitting him to go after the others without loss of energy or material with circulars, letters, etc.

Very often, especially if the merchant wishes to keep hammering at different lines at one and the same time, he will find it more to his advantage to take two smaller advertisements in the same paper than one large space.

To test the drawing power of a paper or to make comparisons of the power of different papers, make some offer of a free sample or of a reduced price, the condition upon which it may be secured being the presentation by the customer of a coupon clipped from the advertisement.

Do not crowd too much into the advertisement. Say things as briefly as possible. Be direct, forceful, hitting right straight at the mark. If the newspaper is a daily, change the advertisement at least as often as every other day. If it is a weekly, change with every issue. If using more than one paper, print the same advertisements in each.

In continuity lies one of the greatest forms of strength in advertising. If it pays to advertise part of the time, it will pay much better to advertise all of the time. Just as logical to close the store in dull seasons as to stop advertising.

Keep the advertisements as fresh as the daily news. Freshness in the advertisements is as of as much importance a freshness in the goods, and freshness in the advertising tends toward freshness in the goods, for obvious reasons.

Insist that the printer use attractive type. Do not exaggerate. Untruths will be found out, and a very few of them will completely spoil the effect of the advertising. When a retailer fools the public it is always at his own expense.

Don't place the advertisement where the people must look for it in order to find it. They won't look for it. Place it where they can't help seeing it, next to reading matter of interest on the editorial or one of the news pages. Space there may cost a little more, but it is worth more. Contract for the location of the advertisement as carefully as for the amount of space, and do not pay for any advertisement that is not printed in accordance with the contract.

Better to spend ten thousand in advertising and make ten thousand net than to spend five thousand and make only nine thousand. If doubling advertising expense will bring extra net profit, then double it.

If the editor is inclined toward puffing, let him go as far as he likes, except that he must not exaggerate and must always seek to give the puff some distinct news value.

Don't be funny in the advertisements, unless it is possible to be real funny. Coin or appropriate some phrase which shall appear in every advertisement and be forever coupled with the store.

A great deal of the strength of the advertisement is in the headline. The headline should be in style at least three times as large as that used for descriptive matter and at least twice as large as the type used in the sub-heads. The shorter and fewer the words used in the headline, the better. Confine headings to three lines or less. When using more than one line none of them should reach clear across the advertisement. Use words easily understood, and make the headline as descriptive as possible, then the one who sees it will likely get the meaning whether he reads the whole advertisement or not. If the advertisement is sensational, then the headline must be also; if dignified, then the headline must be dignified.

The effectiveness of an advertisement depends in large measure upon the size of those surrounding it. Don't place a small advertisement next to several large ones. Arrange the border and type so that the advertisement will stand out from the rest. Always carefully read proofs on advertisements, and see to it that they are exactly right as regards not only arrangement, but style of type, punctuation and spelling as well.

DeVine, which comes in several styles, is the best type to use in headlines and sub-heads. It may be had in compressed, extended, italic, or, in fact, almost any style wished. For general effect, however, lining DeVine is the best display type and twelve-point pica the best body type. If running an advertisement two or three columns wide, it will be found that eighteen-point lining DeVine caps make a handsome type for the heading, and also for the name at the bottom. Use twelve-point pica for the body, and any words to be brought out prominently may be set in caps of the same letter, or in a bolder face of the same point. If the advertisement is only one column wide, eighteen-

point upper and lower case DeVenne will make a good heading. Telephone number and address should be set in a bold face type of a smaller point than the body, preferably ten-point.

Advertisement writing is not hard. Write out the matter to be included and paste on the sheet some other advertisement the style of which you would like to have followed. The printer will work it out.

A good catchy illustration always adds to the power of the advertisement. Half-tones for illustrating may be made from photographs, but they do not look well in the paper ordinarily used in newspapers, taking in good shape only on calendered paper. Line drawings and etchings do best in newspaper advertising. One cut will last for a long time, if care is taken not to mark it, and all cuts should be laid away for possible future use.

Window displays are a means of advertising that is more profitable in comparison with the cost than any other form of advertising. Display one article or line at a time, changing at least as often as once a week. Make the display either catchy by means of some mechanical or other unusual device, lay figure or beauty of ornamentation or drapery, or make it effective by show of a mass of goods, or in both ways. Display prices, using attractive cards, and have a few words explaining the display printed on one or two cards. Strive for harmony in color. Make the displays timely. Have them timed and planned several weeks ahead. Make them correspond with the newspaper advertising.

If getting out circulars, mail them, under seal and with stamp. If it is an expensive circular or a letter, put a two-cent stamp on it. If it is a cheaper form of circular a one-cent stamp may do. Twenty sealed circulars, however, are read to every one that is sent unsealed. Use the ordinary-sized commercial envelopes, for the large sizes are liable to get into the second-class mails and be broken or damaged. Don't print advertisements on the envelopes. It costs more, doesn't have the effect of an advertisement at all, and is liable to give the recipient an idea of what is contained without his going to the trouble to open it.

In circular work, paper must harmonize in color and quality with the character of the printing and its purpose. If half-tones are to be used, employ only heavy, calendered paper; the same is true of fine wood engravings. Do not use thin paper, certainly not if it is to be printed on both sides. Strong colors are allowable in circulars and book covers. For booklets and counter-slips use only white, cream, straw, or very light tints of other colors. Never use two colors of paper in a booklet unless it is to use a darker color for the cover. If the body paper is white, then any color of cover is permissible so long as it does not itself affront good taste. Roughly-finished, heavy paper makes good covers. Cream and straw-coated paper make fine backgrounds for illustrations.

When in doubt, use black ink. For catalogues and booklets, blue-black for body and bright red or cardinal for marginal notes and headings is a good combination. When inks lighter than black are used they must have a heavier face. Other good color combinations are dark blue on light-blue paper, dark orange on light yellow, dark terra cotta on light orange.

Set fliers and handbills in fourteen-point English or Roman. Headings should be in light-face Roman or DeVenne, preferably the former.

Postal cards used for advertising should carry very little matter, as otherwise they are very likely to be thrown away unread. Put on just enough to be taken in at a glance. Have one strong headline, and print the body in as large type as the space will allow. It is usually better to use the regulation size postal cards. Facsimile handwriting is better for postals than printing. The recipient's name and address are not needed in the greeting. A striking border will make the postal much more effective.

One of the best forms of circulars is the typewritten letter. Of course these letters are not really written on the typewriter, but are mimeographed or gotten out by the printer. If the retailer has his own typewriter, it will be much more profitable for him to mimeograph his letters.

Never make these letters long. The fewer the words used to tell the story, the more liable is it to make a good impression. Talk like a salesman in these letters. Give facts, facts, facts!

Personal canvassing is a valuable means of reaching persons whom you may suspect do not read your newspaper advertisements and circulars, or at least who have never been drawn to your store through those mediums. Some people are not susceptible to printed advertising, but they may be got at in a straightforward talk, and they won't forget you then, either. Every person who does not come regularly to the store should be seen at his home or office at least once every three months. It may seem like a big undertaking, but it means only a few hours on certain days of the week, and the results cannot fail to inspire to further and continuous activity in that direction.

How much to spend in advertising is answered in the fact that all advertising that brings returns over its cost pays. But there is such a thing as over-advertising, that is, advertising more than

is warranted by the amount of returns one has a reasonable right to expect. But this is a fault that very few merchants have.

Public interest must be sustained, and a method of advertising that has proven a faithful friend should be treated like any other faithful friend. If you do not keep public interest sustained, some other fellow may turn the current away when you are not looking, making you a great deal of trouble to turn it back again. It is never well either to underestimate the part that advertising has played in building up your trade. Keep on pushing!

At the first of each year a general program of advertising for the year should be formulated, after you have first decided how much to spend, and this program should be followed without letting up a particle. The amount to be spent should be arrived at by taking a certain per cent. of the previous year's business. Of course, there are certain conditions and locations where the present trade could be doubled or quadrupled, and in such a case the failure to lay out enough money for advertising to bring this increase would be sheerest folly, even if the amount should seem to be all out of proportion to the annual business the store is accustomed to doing.

STIMULATING TRADE.

By LYLE MERTON.

The selling department is the department of the jobbing store. Sales must be kept up and also increased if the balance to the credit of profit and loss is what it should be at the end of the year. Goods that realize a fair profit are the ones to push.

In order to increase the sales on a certain line of goods the salesmen must have special instructions to push this particular line, to always keep it in mind and continually before their customers. They can be encouraged to increase their sales by a bonus or cash prize for the man who sells the largest amount during the year.

FILES.

Files are a class of goods which pay to push. The profit on them is fairly good, they are clean goods to handle, they do not easily deteriorate with age, there is no waste or loss in handling them, they are staples. The salesmen's attention can be drawn to the large quantity used and the desirability of large sales. To attain this he should help his customers to make sales. He can often call upon mechanics or factories or mills and make sales which he can turn into the retailer. He can in this way come in contact with the men who use files and learn much which will aid him in acquiring talking points for future business.

Cutlery is another line which should be pushed to the extreme limit by the jobber. One method of increasing sales is to present an attractive show case to the retailer who will buy a stated amount of cutlery in one order. This plan will be found to work well as many small retailers have poor facilities for displaying their cutlery, but with the gift of an attractive case their sales will increase.

STAPLE GOODS.

Some merchants argue that it does not pay to push staple goods, the profit being so small. We do not agree with this view. Although the profit, say, on nails, is only five per cent., yet the amount of capital invested is turned over many times during the year, perhaps, ten or twelve times; while an article like lawn mowers which may yield a profit of perhaps twenty per cent. sells only one or two months of the year. Which class of goods pays the better profit upon the relative capital invested? The answer is obvious. Our aim should be to push seasonable as well as everyday goods, but don't neglect the staples. By giving a little attention to them their volume may be increased and profits thereby augmented.

SPECIALTY SALESMEN.

In addition to the regular salesmen of the house it is considered good business by some houses to have men to go over the same ground as the other men but selling only one line or specialty as guns, cutlery or new goods, etc.

The ordinary Hardware salesman of the jobbing house has so many varied lines that he cannot always give some profitable goods the attention they deserve; hence the need of specialty salesman, and it will be found to pay, if judgment in selection of men and goods is used. The specialty salesman can cover more ground and in shorter time; having only one thing to talk about he can more readily interest and gain the attention of his customer. Instead of soliciting the tradesmen to visit his sample room, he can take his samples under his arm to his customer's store.

The organization of the sales department so that a definite system may be adhered to will be found to tax the best and most intelligent attention of the jobber.

The more complete the organization and more systematic it is the better the results will be. Plans may be perfected that promise much but results may be disappointing. Do not let adherence to system deter you from changing methods when such is the case.

A SUPERB DISPLAY OF "STARRETT" TOOLS.

During the time of the Convention of the Indiana Retail Hardware Association at Indianapolis, Ind., the following illustration will indicate what a magnificent display of "Starrett" tools was given by Lilly & Stalnakar of that city. The window was carefully dressed by McKinney of the concern mentioned. The rear

brass. In Fig. 3 is shown the Electric Four Blade Ceiling Fan wound for direct current only. They are perfectly noiseless, run in self-oiling bearings, requiring oil but once a season. They can be run from any direct incandescent electric light current or street railway circuit. The company keep in stock fans for 110, 167, 220, 250 and 500 volts, with four blades. The 167 and



AN ATTRACTIVE WINDOW DISPLAY.

and bottom of the window was covered with white cheese cloth. There was a glass shelf suspended from the top which does not show very well in the picture. The window is said to have attracted a great deal of attention among the visiting Hardware dealers and others, who were unanimous in giving unqualified praise for the artistic manner in which the tools were grouped.

BATES' VENTILATING FANS.

D. L. Bates & Brother Co., Dayton, Ohio, are the manufacturers of Ventilating Fans in large variety for water motor and direct current; among which is the Movable Desk and Counter Fan shown in Fig. 1, which can be arranged to sit on counter, connections to be made with rubber hose, or it can be set per-

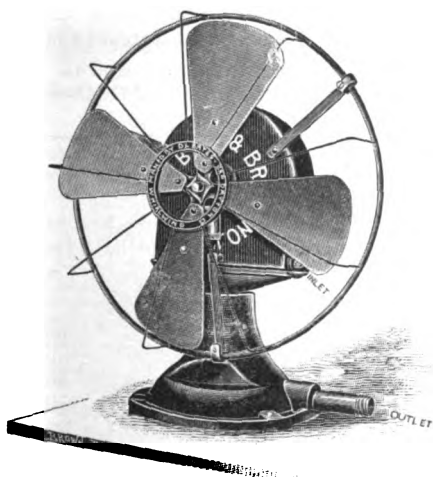


FIG 1.—MOVABLE DESK AND COUNTER FAN.

manently on a shelf. They give a speed of a 12-inch fan of 1600 revolutions at 65 pounds pressure, 1-16 inch jet, and to a 16-inch fan, 1100 revolutions, at same pressure and jet. Fig. 2 shows the Wall Bracket fan, with adjustable ball and socket, so motor may be adjusted to throw air in any direction. Each fan is provided at the inlet with a threaded brass fitting, to which may be screwed the ordinary rubber hose coupling, or a permanent connection can be made at small expense. They are nicely finished in a combination of japan, oxidized copper and polished

250 volt fans are to be connected in series of three or two respectively on a 500 volt circuit. They can be furnished in

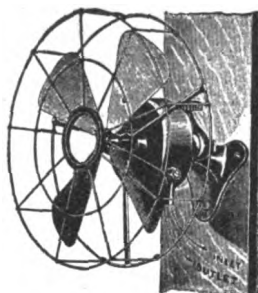


FIG. 2.—WALL BRACKET FAN.

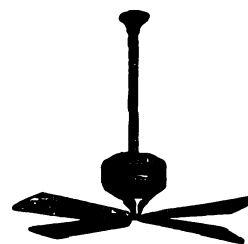


FIG. 3.—ELECTRIC CEILING FAN.

nickel, oxidized copper or polished brass. All fans are furnished in oxidized copper unless otherwise ordered.

COES WRENCH CO.'S NEW CATALOGUE.

COES WRENCH Co., Worcester, Mass., are distributing to the trade an artistic catalogue in colors, devoted to Coes' Genuine Screw Wrenches, and for which company J. C. McCarty & Co., 10 Warren Street and John H. Graham & Co., 113 Chambers Street, New York, are agents. This catalogue is printed on fine calendered paper, and half-tone cuts are used throughout. Views of their Shops Nos. 1, 2 and 3 are given, as well as a portrait of Loring Coes, the original inventor of the Screw Wrench. Included in the contents are illustrations and descriptions of their Steel Handle, Hammer Handle, Knife-Handle, Key and Mechanic's Model Wrenches. A price list will also be found, with sizes and specifications of wrenches, and case sizes and weights; also terms. The catalogue will be sent to any Hardware dealer upon request for the same.

MAST, FOOS & Co., Springfield, Ohio, have issued their Catalogue No. 28, descriptive of the merits of the Buckeye Lawn Mowers manufactured by them. Full descriptions and illustrations are given of their various styles, including the Foremost, Mascot, Buckeye Special, Junior, High Wheel, Standard Ball-Bearing High Wheel and Royal Buckeye Ball-Bearing High Wheel, all of which are made in four sizes. The catalogue also contains illustrations of their Combination Pinion and Clutch, used on all their high-wheel machines, as well as a view of their Ball Retainer, with balls in position, used on the Buckeye Standard and Royal Buckeye Mowers.

THE COUNTRY HARDWARE MERCHANT AND HIS STORE

By JOHN W. READ OF HODGENSVILLE, KY.

My idea of a country merchant is, first, that he should be a gentleman in the fullest sense of the word and realize that he is an important factor in his home town for the good or bad state of society. He should realize that

HE EXERTS AN INFLUENCE IN HIS COMMUNITY

and this influence should always be on the side of right.

He should be courteous to his customers.

Discourtesy is a crime and, if continued in, will banish any merchant from business if it does not land him in the penitentiary. He should study his business, try to understand the difference between raw products and finished articles and know their merits so that he can explain to his customers the points of excellence. He should study his customers as well as his stock and try to know their peculiarities and anticipate their wants and

HAVE GOODS TO SUIT THEIR TASTE.

It is not necessary that he should make every one his confidant and explain to each his financial affairs and what he is doing in business, but there are two parties to whom he should never refuse to make a statement whenever requested—the mercantile agency and his jobber.

I don't suppose that anything gives the country merchant so much thought and worry as unfair competition. His city brother can have his unions or organizations and arrange prices, what each shall sell and at what per cent., and these arrangements are lived up to, but he has no such opportunity. He generally has no competitors except grocery keepers and blacksmiths, who seem to think he has encroached upon their rights and territory and they feel in duty bound to cut his throat whenever they get a chance by selling some article for less money than cost, or getting a special order for something which they do not handle and he does and letting the customer have it at cost and freight. If you are placed in such a position make it a special point to keep your store well stocked with an assortment of Hardware which they do not handle as well as with the staple line they do, taking special care that you do not let your stock run out of any of these articles and adding from time to time such novelties as you can afford to pay for, working and selling all such lines at a reasonable per cent. profit and treating your competitors with courtesy until you have convinced them that you have a right to exist and that you are not trying to run them out of business, but are making but one effort and that effort only to be considered. A Hardware merchant always pays for goods in time to take discounts. While the discount is small on Hardware

IT PAYS TO TAKE ADVANTAGE OF IT

in more ways than one. You save more than the regular rate of interest on your money, save the annoyance of receiving statements, and the practice begets for you a name of being prompt, which is worth a great deal to a country merchant. But if it

should ever happen that you are unable to meet a bill when due, be just as prompt to notify your jobber of the fact and explain to him fully.

DO NOT SHIRK OR EVADE

or withhold anything from him, and if you are the right stripe of merchant that you should be I will guarantee that he will grant you the favor requested.

Advertising is a feature of the business that must not be neglected. No one can do this for you. Of course we all have a general idea how it should be, but if you try to copy city ads. you have wasted your time and money—that is, if your town is like the general run of country towns. I consider your county paper the best medium you can use if your ads are made attractive, not dull; honest, fair prices quoted and ads. changed ever week. Follow this with circular letters mailed to your customers calling attention to special lines handled, with a polite invitation to visit your store when in town and make it their headquarters. Perhaps you can

RUN SPECIAL SALES ON SPECIAL DAYS.

You must be judge of that.

Keep your goods in sight. Don't hide them in drawers and boxes. It is just as easy to dust and wipe off goods as to haul them out of such places when called for by customers. Show-cases and display racks are cheap and will sell you many an item in twelve months that would never be sold out of a drawer or box. Arrange your stock so you can handle it with the least expense. Group each distinct line by itself and display with price cards. Never hide goods.

KEEP EVERYTHING IN FULL VIEW.

Your stock should be as varied as your capital will permit. Purchase anything that will sell that will yield you a good profit. Of course you know horseshoes will be called for every day, but they pay only five per cent., when the same amount invested in some novelty which will call for some of your time in selling will pay fifty per cent. This is time well spent. It advertises your store as well as being a profit-maker for you.

Push lines that make profits; let staple goods take care of themselves. Don't get into a rut;

HAVE SOME GET UP AND NERVE ABOUT YOU.

Change your goods about the room. Don't allow a line to remain in one place till your customers know its position in the store as well as yourself. You are in the Hardware business; then be in it. I mean by this, keep articles that the grocery store and blacksmith do not keep; make people talk about your line, show them what you carry, and have it differ from your competitors. Every merchant makes mistakes in buying, but when you find that you have purchased some article that will not sell in your town for a profit put it on a bargain counter and let it go at once—the quicker the better.

A paper read at the recent convention of the Kentucky Retail Hardware Association.

STAR SAFETY RAZOR SHOW CASES.

The illustration which accompanies this, it is certain, will prove of interest to a large proportion of those Hardware dealers who



STAR SAFETY RAZOR SHOW CASES.

are constantly trying to make their counters look attractive, and thereby change their prosaic appearance.

To make it a pleasure for the general public to purchase the output of the enterprising firm of Kampfe Bros., 8-12 Reade Street, New York, the cut shown is the best incentive, and shows the skill of the artist in every inch of it. It is one of four cases which are shown on a folder issued by the firm for the help and convenience of this trade handling their specialties. Its dimensions are ten and three-quarter inches in height, ten inches deep and fourteen inches long, and it contains fifteen different articles, any of which will make shaving by the Star Safety Razor method as much of a pleasure as a necessity.

The second case shown in the photo is twenty-two inches in height, twenty inches deep and twenty-four inches long, and contains quite a tasty display of these conveniently arranged boxes containing shaving sets.

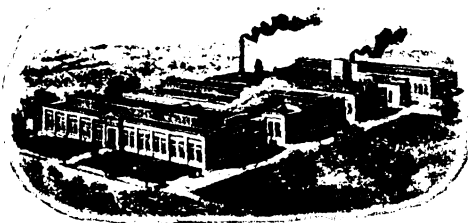
The third case is arranged solely for the display of strops, while the fourth case, a small one, contains an assortment of Star Safety Corn Razors.

Kampfe Bros. announce that with the first order of not less than a dozen corn razors, they will agree to furnish one of the last mentioned cases with six razors on display, and six held in reserve in a lower compartment. This is a black cloth show-case, lined with doe-skin, and provided with a neat glass sign in evidence of its contents. Complete information will be sent on request to any dealer mentioning **HARDWARE**.

THE NEW DANA MANUFACTURING CO. PLANT

The new Dana plant at Cincinnati embraces a series of model, up-to-date factories. Special work is assigned to each factory. The freezer, the mop-wringer, advances step by step, from the first building to the last, where it is finished. All of the buildings are perfectly lighted with a multitude of side and top lights. They are one-story high, all the work is done on one floor of

ing at the factory the workman enters a spacious room down the center of which are washstands of spotless neatness. It is the duty of one man to keep this locker room immaculate.



DANA MANUFACTURING CO. PLANT.

substantial concrete, and all are connected by an alley way extending from building to building, through which the different parts are taken to the assembly room and shipped.

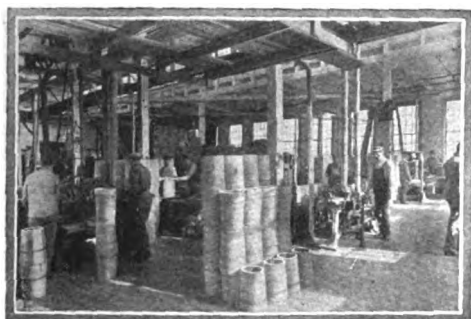
The new plant is described in a beautifully printed pamphlet just issued by the Dana Manufacturing Co. The photographs reproduced here are some of those shown in the book. They



WAREROOM.

Showing Peerless Iceland Freezers ready to go forward.

And there is incentive to good work in the soft, cheerful light that falls through skylights and side windows of dull, screen glass, directly on the workmen's benches. So well lighted is



TUB SHOP.

The Staves are cut in a Dana Saw Mill where grown, and then shipped to the factory to be turned into tubs.

were taken during the working hours. The cover design of the pamphlet shows a birdseye view of the buildings and the beautiful architecture of the massive entrance way which gives an



GALVANIZING AND TINNING SHOP.

Concrete floor, cleaned by flushing; without dust or dirt.

every corner that any flaw in material or workmanship is instantly detected. This lynx-like scrutiny makes every Dana product leave the factory in perfect condition.



ASSEMBLING ROOM.

Showing the splendid light in which the Freezers and Mop Wringers are made

idea of the substantial character of the new buildings. They are built to stay and are as nearly absolutely fire-proof as modern ingenuity could make them. Prompt delivery of all orders is assured.

The working conditions have been made as pleasant as possible, to secure the best efforts of the men. Every Dana employee has his own locker for a change of clothes. On arriv-



SHIPPING DEPARTMENT.

Showing the private switch from Railroad to Factory.

Plenty of light! Plenty of lavatories! Can men, surrounded by this sort of cheer and cleanliness, fail to do their best work?

Nothing sinks a man into low company, both of women and men, so surely as timidity and diffidence of himself. If he thinks that he shall not, he may depend upon it he will not please. But with proper endeavors to please, and a degree of persuasion that he shall, it is almost certain that he will.—CHESTERFIELD.

NORTON DOOR CHECKS.

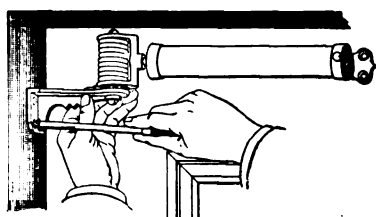
Henry Pearl & Sons Company, 74 Murray Street, New York, N. Y., are sole agents for the Improved Norton Air Door Check and Spring which is adapted to every want in the way of Door Springs and of which we give illustrations herewith.

The principle of the



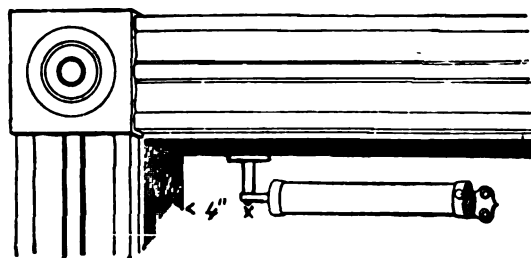
NORTON DOOR CHECK

is that a compression spring operates it, no refilling nor coil to break. It opens easier, checks stronger, because stronger coil and lighter leather are used, doing away with the heavy friction common to the old pattern. The Norton Door Check can be set far out on the casing controlling the door from the center and consequently works more easily than other checks, and can be operated where there is but little space when the door is opened between door and wall; it is practically unique, and is the only article that can be supplied to such use in the door spring line.



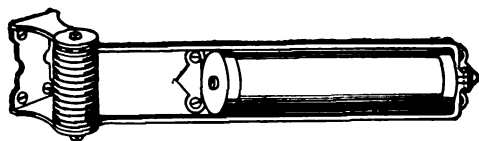
NORTON SCREEN, PANTRY AND TELEPHONE DOOR CHECK AND SPRING.

This Check and Spring can be used either inside or outside of the screen door, telephone door, pantry door or light partition door, and even on light storm doors, and can be used on either right or left-hand doors without the use of brackets. It has an adjustable spring and the cylinder is made of brass on the same principle as the Norton Check and is extremely moderate in price, and can also be applied where there is only $2\frac{1}{2}$ inches between the two doors.



NORTON STORM DOOR CHECK.

This Storm Door Check can be used in connection with doors that are equipped with Spring hinges and can be applied between two doors in a space of $3\frac{1}{2}$ inches, and is used mostly on storm doors for private houses. It can also be furnished with an adjustable spring when so ordered.



NORTON GATE DOOR CHECK AND SPRING.

This Check can be used where there is no framed casing or trim and where it is desired to have it attached on the same side as the hinges, and also where there is very little room between the door and wall when the door is open, and is practically the only article of its kind that can be used for such purposes. Many years of experimenting has enabled them to place upon the market a superior coil spring to any yet produced, as this style of spring wire requires more than ordinary attention for the reason that these coil springs are used exclusively in making repairs; and as a consequence are set to twice the strain that they would be in a new door check, on account of the kicking action

caused either by the leakage or the evaporation of the liquid in a repair; and it is for this reason that extreme care must be exercised in the manufacture of this article.

RIXSON DOOR CHECK.

Henry Pearl & Sons Co., have just acquired the sole agency for the Double-Acting Rixson Door Check that is used in connection with double-acting spring hinges, which causes such doors to check in either direction, the spring power being furnished by the hinges themselves, and the checking medium by this door check which is applied to the inside of all doors, thus protecting it from the weather without use of auxiliary special brackets, etc. There are no springs to get out of order, and the article is composed of common joints, and is considered the greatest invention of the present age; it not only prevents the cold from going in by a door flip-flapping, but saves injury to limbs, caused by the violent swinging of the door back and forth under ordinary circumstances, but also eliminates the wear and tear on the spring hinges themselves. It saves its cost in coal in one season. This check is applied on the stile of the door, the same as the single-acting door-check and springs, and no owner of a double-acting door can very well afford to be without one.

WINN DOOR HOLDER.

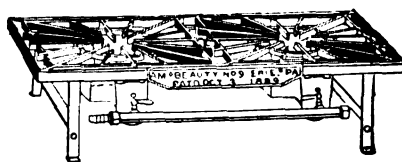
They have also obtained exclusive agency of the Winn Door Holder, an article which has been on the market for several years, and has proved itself a success, being used on all government and public buildings, and is the cheapest and neatest appearing door holder on the market that will hold the highest as well as the heaviest door without the slightest possibility of breakage, the 1906 model being made stronger in every detail. They have just placed an order for 50 gross, and have an ample stock to supply the trade at any time. These door holders are made only of solid bronze, in all the different finishes.

They have also arranged to have each coil spring for every different make and size of door check, packed in a neat paste-board box, each labeled carefully and marked as regards size, model, etc., and a different tint paper to denote various makes and styles. They are the largest and only house of its kind in the world, carrying a complete stock of door checks and every part of the same.

The Henry Pearl & Sons Company are wholesale and retail distributors of all kinds of Door Checks and Springs, Door Holders and Spring Hinges in addition to the above.

THE AMERICAN BEAUTY HOT PLATES.

American Beauty Gas Stove Works, Erie, Pa., are the manufacturers of a line of Hot Plates, Ranges and Heaters that are constructed from the best material for the purpose, and are thoroughly tested and well crated before shipping. We present an illustration of the style of Hot Plate which is the most popular. The Hot Plates are made of wrought iron, which adds greatly to their strength and durability. They will not break in transit.



THE AMERICAN BEAUTY HOT PLATES.

and a fall will not injure them in any degree. They are furnished regularly with tops made of interchangeable cast sections, but when desired they are made with wrought tops. In the illustrations as given it shows the cast top. The burners are fully protected by a patent which has become so popular it has compelled its use with marked success in their Radiators. The manufacturers have recently perfected a modification of the same principle for a range burner of special design, which has been tested and found that it gives 45 per cent. more heat than the ordinary type.

MASSACHUSETTS TOOL CO., Greenfield, Mass., have favored us with a copy of their Catalogue No 4A of Precision Tools. This booklet is intended for the fine tool trade, and the contents include illustrations and descriptions of such goods as Micrometer Calipers, Depth Gauges, Screw Thread Micrometers, Micrometer Gauges, Surface Gauges, Tempered Steel Flexible and Metric Graduation Rules, Hook Rules, Steel Rule Clamps, Keyseating Rule Blocks, Steel Center Squares, Combination Squares, Bevel Protractors, Combination Sets, Blade Squares, Solid Beam Squares, Screw Pitch Gauges, Center Gauges, Surface Gauges, Precision Center Punches, etc., etc. The catalogue will be found a very valuable one to those interested.

RECENT TRADE PUBLICATIONS.

KELSEY HEATING CO., Syracuse, N. Y., with New York office at No. 156 Fifth Avenue, are sending out an exceedingly artistic little booklet showing "Just a Few Houses" in which the Kelsey Heating System is employed. Half-tone illustrations are given of some of the most beautiful residences and mansions in the country, where this particular method of heating is in operation, and from an artistic standpoint alone this catalogue is well worth the having. A sectional view of the new improved Kelsey Warm Air Generator is also given. A brief description of the merits of the Kelsey Heating System is included in the booklet, and to those interested they will be pleased to send additional booklets "About the Kelsey" and "What the Users Say."

DANA MANUFACTURING CO., Cincinnati, Ohio, have distributed a very handsome little catalogue in colors covering their line of Ice Cream Freezers. Various styles are shown, including the Peerless Iceland, Polar, Frezo and Toy Peerless Freezers; also illustrations of their scientific dasher and Peerless Ice Chippers. They also manufacture a full line of Power Freezers, the Dana Mop Wringer and the Dana Iceless Refrigerators. These illustrations are in colors. This catalogue may be had upon request.

STAR CORUNDUM WHEEL CO., LTD., Detroit, Mich., have issued their illustrated catalogue No. 8 of Emery and Corundum Wheels, Grinding Machinery and Sharpening Devices. They claim that their corundum wheels are water-proof, durable and quick cutting; that every wheel is tested before shipment, and that they produce no dust nor odor. They received the Highest Award in 1904 at the Universal Exposition in St. Louis. The contents include Elastic Wheels, Solid Craig Mine Crystal Corundum, Star Silicate, Adamite or Electric, Saw Gumming, for saw and planing mills, furniture and other wood-working factories; Star Hard Corner, Cylinder and Cup Wheels, Huntington Emery Wheel Dresser, Special Wheels for the Grinding Machinery of Brown & Sharpe, the Landis Tool Co., Cincinnati Cutter and Tool Co., Iroquois Machine Co., Wells Bros. Universal Cutter Grinder, etc., as well as Wheels for special machines, Knife and Hollow Ware Grinding Wheels; also a large assortment of Star Oil Stones of various sizes, Emery Bricks and Pocket Knife Stones, manufactured to be distributed among dealers in Hardware, machinists' tools and plumbers' supplies as an advertising novelty. They also make Knife Sharpeners, Axe, Farriers, Hacker, Scythe, Sickle, Gouge, Slip, Dry Rubbing and Sharpening Stones. Special attention is called in the latter part of the catalogue to their line of Electric and Belt-Driven Grinding Machinery, under the name of the Vulcan Grinders. There will also be found suggestions for use of wheels, rules for calculating speeds and diameters of pulleys, table of emery wheel speeds, with price lists and telegraph code.

DAVENPORT LADDER CO., 408-412 Bridge Avenue, Davenport, Iowa, are distributing their 1906 catalogue and price list to the trade. They call particular attention to their New England Spruce and Norway Pine Extension, Fire and Trestle Ladders; also Pine Poles and Lifting Rods. They state: "All of our ladders are made from carefully selected timber, with second growth hard wood rungs, *tenoned*, firmly put together, and every rung securely fastened at each end. The side pieces of our ladders are not bored clear through. The rungs so nearly through, but not quite, leaving the outside smooth, and the rungs being *tenoned* and fitted tight on the inside the ladders cannot rot, and are much stronger."

These various lines of ladders are illustrated, as well as ladders for fruit pickers and window washers; Single and Extension, and a line of Step Ladders under the name of "Perfection" and "Davenport." This company also manufacture a Painters' Special Ladder and the "Daisy" and "Star" Folding Clothes Bar. Send for a copy of this catalogue.

DAYTON MOTOR FAN CO., Dayton, Ohio, have issued their new catalogue of Ceiling and Desk Fans, with direct current. The illustrations and descriptions are numerous, and are printed on fine calendered paper with excellent half-tone cuts. All the information necessary for the operating of these very useful articles is clearly given, together with sizes, etc. Their line includes the Original "Dayton" Motor, the "Dayton" Electrolier, "Dayton" Column, "Dayton" Junior, Direct Current Swivel Trunnion Desk and Wall Fans, Imperial and Standard Guards, "Dayton" Ventilating Exhaust Motor and Water Fans, Rheostats, etc. Sectional views are also included in the contents.

PASTEUR-CHAMBERLAND FILTER CO., Dayton, Ohio, have favored us with a catalogue describing and illustrating their Pasteur Germ Proof Water Filters, showing their construction and merits. They state: "This catalogue is issued for the instruction of our dealers, to show them how the Pasteur Germ Proof Water Filter is made, of what material, its advantages over other so-called filters, how it is connected, and in fact full information in detail." Both interior and exterior views of these Filters are given, showing their Nysa Water Filter in use in the Philadelphia Stock Exchange, in the New York office of the National Cash Register Co., Sub Treasury, Chicago, and the Continental Fire Insurance Co., New York. Their Reservoir Globe Shape is also illustrated, which is especially adapted for lavatories, restaurants and bars. Interior views of these are also given, showing them in use in the Great Northern Hotel, Chicago and the Reading Terminal. They also show these Reservoir Filters in Acorn Shape, Tank or School Style, Original style, for use in factories, hospitals, schools, etc., and a line of Non-Reservoir Water Filters in use at Carnegie Music Hall, Cafe Saverin and Trinity School, New York; also a Suspended Water Filter, with two-gallon jar, set up for small family use; Storage Jars, Tourist Water Filters, Army, Camp or Field Water Filters, the Vesta, Vega, Isis, Leda, Nysa Hygienic and Non-Pressure Water Filters. This is a very valuable and complete catalogue, and may be had upon request.

NIAGARA PAPER MILLS, Lockport, New York, makers of high-grade papers of all kinds, have sent us a highly ornamental booklet entitled "The Ambassador," this being their Manufacturers Number. The contents are devoted to the most artistic and superb kinds and qualities of catalogue is gotten up in a manufactured by them, and the catalogue is gotten up in a novel and interesting manner. This catalogue will be found very useful to those looking for something superior and at the same time unique in the way of cover papers.

THE ROYAL POLISHED STEEL ROASTER CO., Troy, Ohio, are distributing to the trade several interesting pamphlets, describing their specialties in the line of Troy Ovens and Royal Polished Steel Roasters and Bakers, adapted especially for roasting meats, poultry, fish and game, and for baking bread, biscuit, cake, puddings, etc., and which are made to fit any stove or range. Directions for use are given, and price list of the various sizes. These are very useful little pamphlets.

THE JOHN DUNLAP CO., Pittsburgh, Pa., with general offices and factories at Carnegie, Pa., have issued their illustrated Catalogue No. 11 of Enameled Wares, which include four distinct lines, viz.: Monogram, Blue-Stone, Vulcan and Janet Ware, manufactured by them after their own formulas and under their own letters patent. The illustrations are numerous, many of them in natural coloring, and cover such useful household articles as coffee and tea pots, foot baths, milk or rice boilers, bowls, buckets, dinner pails, colanders, drinking cups, cuspidors, dippers, soap dishes, funnels, preserving kettles, tea kettles, ladles, cake moulds, cake, muffin and mixing pans, milk, pudding, sauce and stew pans, pie plates, roasters and bakers, skimmers and turners. This is an old concern, having been established in 1839, and their catalogue is a very full and complete one.

LATSHAW PRESSED STEEL & PULLEY CO., Pittsburgh, Pa., with works at Pennsylvania and Grant Avenues, Allegheny, Pa., are sending out their new price list of Steel Split Pulleys. The book is devoted to a description of the advantages of the pulleys of this particular make; also rules for calculating size and speed of pulleys, as well as tables of standard bores and interchangeable bushings. Terms are also given, and a telegraphic cipher for convenience in ordering. A full-page illustration of their large plant completes the contents, and those interested would do well to apply for a copy.

KEYSTONE STAMPING CO., Allegheny, Pa., are placing before the trade their Curry Comb catalogue, fully illustrated, and descriptive of their various styles, which are known by numbers, and which are made with carmine and black enameled handles. They also add an illustration and description of their Keystone Steel Garden Trowel, which they furnish lacquered and tinned, and their Keystone Corner Irons, made of soft steel in various sizes. A very useful little catalogue.

NEW GOODS AND SPECIALTIES

THE GEM LAWN CLEANER.

The Gem Lawn Cleaner, shown in accompanying cut, is one of the most valuable auxiliaries to the mower in keeping the lawn in good condition. It is an exploded notion that it improves a lawn to let the cut grass remain, as it withers up and gives the lawn an untidy appearance. At the same time it prevents circulation of air and admission of light to the ground, thus stifling a certain amount of new growth upon which the lawn depends for its best appearance. This machine has been in use for half a dozen seasons and has thoroughly demonstrated its practicality. It will not only pick up the cut grass, but will gather up

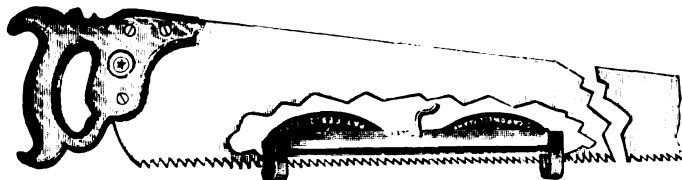


THE GEM LAWN CLEANER.

from the lawn dead leaves; paper; stones; peanut shells; apples, or any other trash which is so often found on a lawn. It cleans a strip twenty-four inches wide, leaving the grass standing straight and raising the low-lying crab grass and other running weeds, so that the mower will cut them off and prevent their germinating. This, in a short time, will rid the lawn of all such growths, as they are annuals and depend on the ripening of their seed for future growth. The Cleaner is thoroughly made of metal, wood and canvas, and put together in a substantial and mechanical manner, combining durability with lightness in construction. The revolution of the fan (which is made of a series of wood rakes with wire teeth) creates a strong current of air, which carries the refuse backward into the large canvas basket holding several bushels. This catcher is easily removed and emptied. The Gem Lawn Cleaner is now manufactured in the celebrated Pennsylvania Lawn Mower Factory, and is offered by the Supplee Hardware Co., Philadelphia, Pa., to the trade at a liberal discount from the consumer's price, which, we understand, is \$14 each.

C. C. C. SAW CLAMP.

C. W. Cardwell, Jamaica, N. Y., is placing before the trade the C. C. C. Saw Clamp, of which we give an illustration. This is an entirely new style of saw clamp, weighing slightly over one pound, and could be carried in the pocket if necessary. The



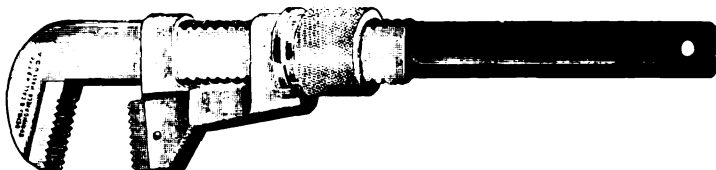
C. C. C. SAW CLAMP.

frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files, and at the same time reducing the noise customarily produced, and making the operation of filing practically noiseless. The manufacturer claims that this

saw clamp is an improved style that surpasses anything on the market, and is especially appreciated by wood-workers, owing to its great simplicity, lightness, durability and efficiency, together with the small space it occupies.

BEMIS & CALL'S IMPROVED PIPE WRENCH NO. 52.

Bemis & Call Hardware & Tool Company, Springfield, Mass., among the many labor-saving specialties they manufacture, are the makers of the Improved Pipe Wrench No. 52, of which we give an illustration. The Wrench consists of a one-piece forged steel bar slide with serrated steel jaw, secured by a pin and



BEMIS & CALL'S PIPE WRENCH NO. 52.

operating nut. By reason of the jaws being offset from the bar, the wrench can be applied and operated on a pipe located against a wall or in other confined places. The manufacturers refer to the fact that in the construction of this improved pipe wrench, strength and durability have received first consideration. The weakness in the standard makes of pipe wrenches is at the angle of the upper jaw. This wrench is thirty per cent. stronger at this point. It will not crush, slip or lock on the pipe, being built for hard usage from the best of materials. All parts are interchangeable, so that when worn out or broken they may be replaced. The eight and ten inch sizes are provided with wooden handles, the 14, 18 and 24 inch with steel handles, as shown in illustration.

WITHOUT LOSS IN LEVERAGE.

The Archimedeian theory that the earth could be pried up out of its running gear is too well known to require detailing at this moment. We are told that the venerable gentleman of Syracuse was an apt mathematician and, as such, not prone to make assertions without fully knowing whereof he spoke. As he was well aware that the orderly circulation of the sphere mundane among myriads of other globes in the skies was governed by laws that could not be circumvented as easily as the mere man-made kind, he jokingly took refuge behind ifs and

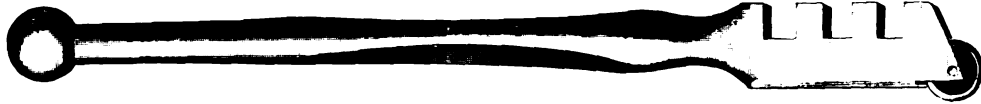


EVERY TUBULAR SOCKET PLAIN BACK SHOVEL.

ands to make his little miracle seem feasible. The crowbar necessary for the feat would have been extra heavy and long, and the block, upon which to rest it, rather substantial, yet with this simple paraphernalia, presto change! In the opinion of The Avery Stamping Company, whose factory is located at Cleveland, Ohio, this historical sensation bore prophetic testimony to the potentiality of their tubular socket plainback shovels. Like the imaginary block beneath the crowbar of which Archimedes dreamt, the hand of the user of these shovels gets close to the earth (loaded on the blade) and with the longer lever resulting from the elimination of the wasteful curve in the handle such as found in shovels of other makes, work is made easier by about forty per cent. The only curve in the handle of these shovels is a right-hand one, starting up from the blade itself, without loss in leverage. It is claimed that these shovels will move more earth and quicker than others. Merchants interested should have the company explain to them the "Beauty of the Simple Curve" shown in their leaflet, which is free, if HARDWARE be mentioned.

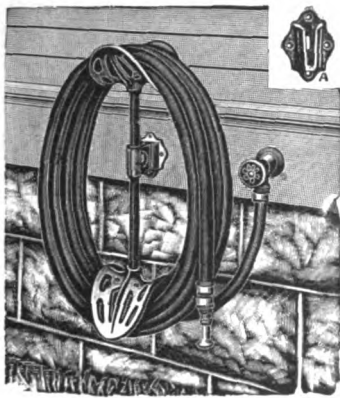
DETACHABLE HOSE RACK.

Specialty Manufacturing Co., St. Anthony Park, Minn., introducing to the Hardware trade the Detachable Hose shown in the accompanying illustration. It is furnished with two brackets, one of which is fastened to the house or over the hose is to be attached, about a foot from the faucet. The other bracket is fastened wherever it is desired to store the hose when not in use. The brackets are left permanently attached. The rack lifts off readily, and is referred to as much more convenient than a hose reel. It is not necessary to take the hose from the rack before attaching to the faucet, neither is it necessary to take the hose from the rack when it is desired to use only a short portion of it, as the water will pass



BARRETT'S XXX GLASS CUTTER NO. 15.

the hose on the rack as well as if the hose was on the faucet. The device is alluded to as keeping the hose always in the way, as not taking up nearly the space required by

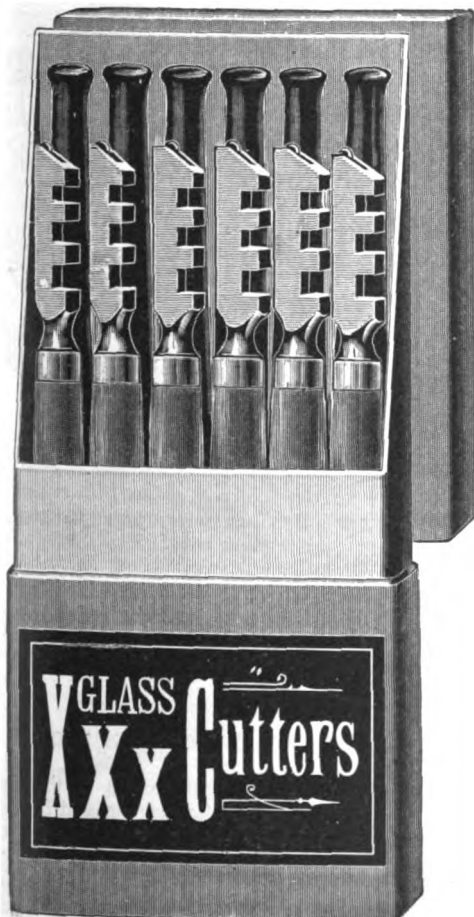


DETACHABLE HOSE RACK.

ordinary hose reel, and as much more convenient to handle. The rack is made from malleable and wrought iron, galvanized. It can be used by merchants to display hose for sale. The rack weighs eighty pounds to the dozen.

BARRETT'S XXX GLASS CUTTERS.

Barrett, Bristol, Conn., is the manufacturer of the XXX

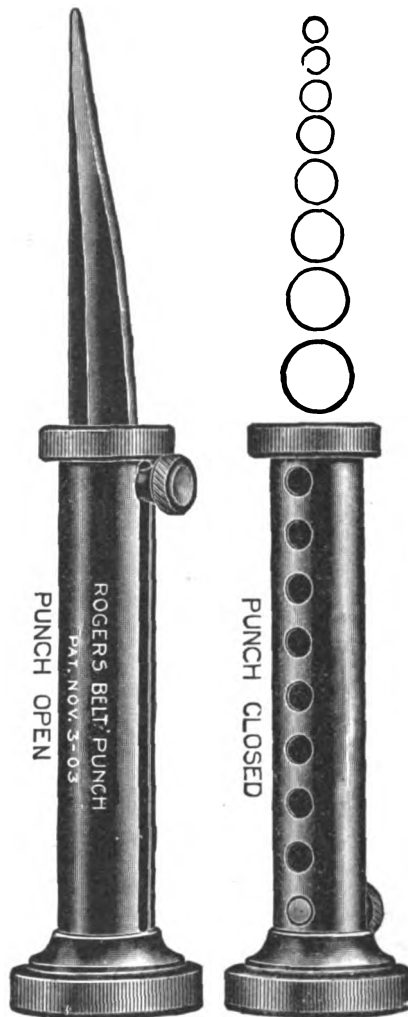


Glass Cutters, which we illustrate herewith. In the manufacture of these steel Glass Cutters he has had twenty-five years' experience, and claims to make the largest line of these labor-saving appliances which it is possible to attain, devoting as he does his whole energy and entire plant to the production of Glass Cutters only. They have become almost universally used as a substitute for the glaziers' diamond, and their inexpensiveness has largely increased the sale of them, and made the distribution a wide one. The different styles of handle, of which there are a variety, are made to conform to the hand, and will be found as suitable as the old glaziers' diamond, but instead of the diamond point they are fitted with a small hardened steel revolving wheel, the sharp edge of which cuts as well as the

diamond. The XXX Glass Cutters are made with rosewood handle, and put up attractively as shown, for show-case display. They are also furnished on cards of one dozen each, at same price as when boxed. We also give an illustration of the Standard Glass Cutter No. 15, which is designed to be used as a paper cutter or trimmer for cutting paper for use for etching purposes.

THE ROGERS BELT AND STRAP PUNCH.

The Sattley Stacker Co., Indianapolis, Ind., are bringing before the Hardware and supply trade the Rogers Belt and Strap Punch, an illustration of which is given. It will be found a very useful little appliance to add to one's assortment of tools. It



THE ROGERS BELT AND STRAP PUNCH.

is easily sharpened if it should get dull. When not in use it is drawn back into the handle, which protects it. Is easily carried in the vest pocket; will cut any size hole from 1-16 to 3/8 inch, in canvas, rubber or the heaviest double-leather, oak-tanned belting with perfect ease. In using the punch, simply extend the blade to the size hole described, push the blade straight through the belt up to the handle, pressing the end of the handle firmly against the belt and turn it one-half around, which takes out the core of the sized hole desired. In lacing a belt, it will be found convenient to wet or oil the end of the lace leather, light a match and crisp the end the least bit, which will make a hard point and makes it easy to push through

the hole in the belt. After the belt is laced, to fasten the end of the lacing push this punch through the leather straight, and it will cut a half circle, forming a catch or a gate. By nicking the lacing, after it is pushed through the opening, it is impossible to pull it out. This will hold it firm without making a knot.

THE IDEAL LAWN MOWER GRINDER.

Although the Ideal Lawn Mower Grinder, manufactured by Root Bros. Co., Plymouth, Ohio, has been on the market but three years, it has caused a good deal of "talk" among repair men, and it is evident that it has come to stay. The capacity of the factory is taxed to the utmost to fill orders and the cry is still for more. For 1906 a better machine is offered than previously, as it contains some new features. Instead of a common emery wheel, carborundum is used, though the buyer is paying no more for it. And in the present make of machine a separate shaft or screw rod is used on which the grinding wheel slides, making the machine much stronger. Other improvements have been made and the manufacturers now offer it with every assurance that complete satisfaction will be given every purchaser.

STEVENS' MAYNARD JUNIOR RIFLE.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., have made a number of changes in the well-known Maynard Junior Rifle No. 15, which are intended to make even more popular this par-

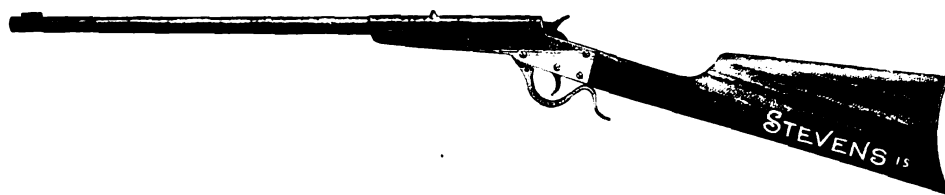


FIG. 1.—STEVENS MAYNARD JUNIOR RIFLE.

ticular product. Heretofore the rifle has been made with a flat stock, but, as will be seen in the new illustration, Fig. 1, after this date it can be furnished with the regular oval rifle stock without additional charge. In the illustration, Fig. 2, is shown the mechanism similar to the old-time Maynard, formerly made by the Massachusetts Arms Co., and justly popular in its day, which was always noted for the simplicity and durability of the action. The Maynard Junior is correctly named. It is claimed

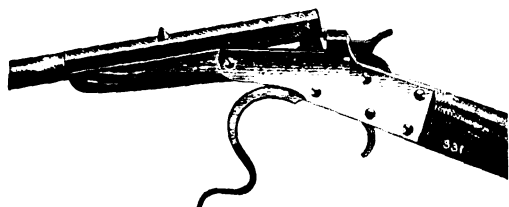
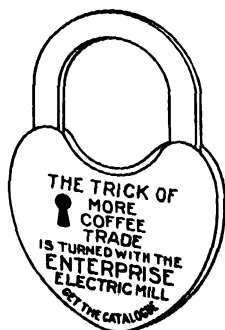


FIG. 2.—SHOWING "MAYNARD" MECHANISM.

to be the lowest priced lever-action rifle on the market to-day, listing at \$3. It is made in .22 calibre only and chambers for .22 short, long and long rifle cartridges. A shot gun No. 15½ is also offered, which is the same as the rifle except that it has a smooth bore barrel for a 0.22 shot cartridge.

KANGAROO TRICK LOCKS.

The market and demand for good, catchy novelties is growing from year to year, and a considerable volume of cash is turned



over quickly and easily by promptly catering to this demand. That the public and trade is keen to recognize and take up a good

thing is illustrated in the experience of the General Specialty Manufacturing Co., Arcade Building, Philadelphia, with one of their latest specialties, the Kangaroo Trick Lock. On the surface the Kangaroo looks like a well-made padlock. The trick is to open it, using the key, and no one has yet been found, who discovered, without assistance, just how the trick is done. When it is once opened the hasp closes with a spring in the usual manner, so that with an open lock in his hand a joker has unlimited possibilities for mischief. The Kangaroo is also a practical padlock for securing drawers, boxes, lockers, etc. But perhaps its widest field of utility is as an advertising medium. The price of the Kangaroo lock is so low that advertisers can afford to give them away in quantity, with a trade-mark or advertising phrase stamped in the steel, as shown in the illustration. Advertising designs can also be stamped on the lock, producing a complete advertisement that is sure to endure and pass from hand to hand. For use in advertising the locks may be sent through the mails, with tag or unsealed envelope attached, under one-cent postage.

"KINGFISHER" BRAND BRAIDED SILK FISH-LINES.

E. J. MARTIN'S SONS, Rockville, Conn., makers of the "Kingfisher" Brand Braided Silk Fish-lines, are one of the largest fish-line manufacturers engaged in the business. Silk fish-lines

is a specialty with them, and they probably make the largest variety of silk fish-lines in the world. One of their newest productions this season, to which they desire to call particular attention, is their "Saltene" Enamel Line. This line is treated with a specially prepared enamel which renders it impervious to hot or cold water or water containing mineral substances. The line has extreme strength, and is most beautiful in finish. Every line



"KINGFISHER" BRAND BRAIDED SILK FISH-LINES.

is sold under the "Kingfisher" trade-mark, which is a guarantee of quality. Every one of the largest fishing tackle jobbers in this country handles "Kingfisher" lines. This alone is a high testimonial of the superior quality of the lines made by this firm.

SPECIAL FARM AND GARDEN TOOLS.

A very unusual business condition exists in the Agricultural Hand-Tool Industry. To those who are engaged in the business, it is a decidedly interesting condition on account of the opportunities for profit-increasing which are involved. There is being manufactured a great variety of what the trade calls "Special

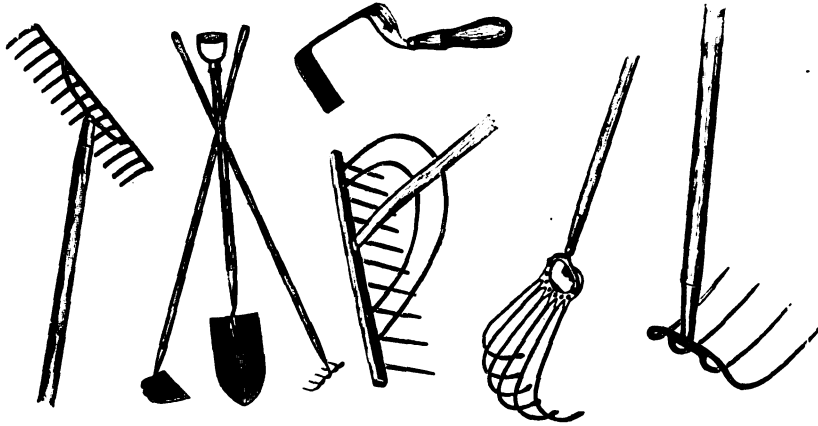
Tools" which have a great deal of merit, but are by no means as popular as they deserve to be. These are special styles of hand-tools, designed particularly for certain kinds of work, and their advantage lies in their ability to do better work, to do it with less labor, and to save time. Outside of a comparatively small number of the most progressive Hardware jobbers and dealers, and some of the larger seedmen, these tools have but a limited sale. However, this fact does not reflect upon their desirability and merit. The situation can be readily accounted for and real-

curacy equals rifles that cost twice the price of this rifle. The Savage Target Rifle can be sold to the consumer at \$6.50, with a substantial profit to the dealer.

HOW TO SELL GOODS IN SWITZERLAND.

Consul Lieberknecht, of Zurich, writes as follows to a manufacturing company in Indiana, who addressed him in regard to introducing its products into Switzerland:

Competition is keen in all lines of trade, and merchants do



SPECIAL FARMING TOOLS.

ized, when you consider that the manufacturers have been too busy supplying the demand for staple tools in the way of forks, hoes, rakes, etc., to push special tools to the front. Dealers have never been actively urged to handle them, hence there have been no possibilities of a widespread sale or demand for them. The American Fork & Hoe Co., of Cleveland, Ohio, which manufactures the most extensive line of these tools produced in the world, are just beginning to call the attention of the trade to them through advertising, and illustrations of them are now frequently seen in the leading Hardware publications. They state

not, as a rule, carry a large stock. You will never be able to do business successfully in this country if you demand that cash shall accompany the order. My advice is to send representatives of your house to foreign countries to study the people and their way of doing business. Find out what competition you have to meet, then arrange with a good live merchant to act as general agent to sell your goods to retailers in a given territory. Circulars do not sell goods in this country. Americans who have followed these methods have been very successful. It may take



SPECIAL GARDEN TOOLS.

that retail Hardware dealers are readily recognizing the selling possibilities of such practical tools, and are placing them on sale with gratifying results. These goods are largely supplied through the jobbing trade.

SAVAGE 1905 TARGET RIFLE.

The Savage Arms Co., Utica, N. Y., are the manufacturers of the Savage Model 1905 Target Rifle, which is illustrated by the accompanying cut, and which it is claimed met with the most phenomenal sale of any low-priced single shot which was offered to the trade last year. In fact, the factory was far behind its orders

a year to two to work up a trade, but will undoubtedly pay in the end.

Consul Shepard, of Hamilton, reports that under a recent decision of the customs department of Canada tools of trade brought in by a workman (not an immigrant) are dutiable unless in actual possession at time of arrival. Tools checked as baggage, although on the same train that carries the workman, are held "to be not in actual possession" and hence dutiable.

Mrs. Traddles—Tommy, you mustn't go fishing with Peter

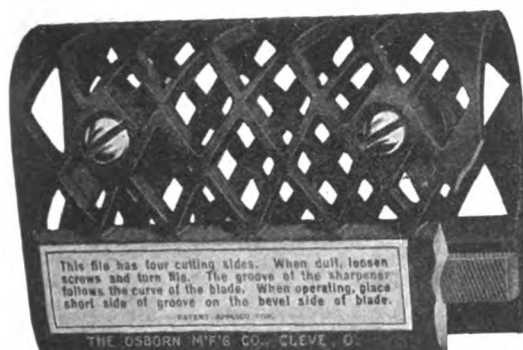


SAVAGE TARGET RIFLE, MODEL 1905.

during the entire season. It has exceedingly attractive and symmetrical lines, and is fitted with the Savage Micrometer rear sight, and the Ivory Bead front sight. Its equipment and ac-

Risheds. He is just getting over the measles.

Tommy Traddles—There won't be any danger, mother. I never catch anything when I'm fishing.



OSBORN LAWN MOWER SHARPENER

The only practical and easy one

Does the work quickly. Keeps lawn mowers in perfect cutting condition. Fits any blade. The sharpener follows the curve of the knife and gives the proper bevel. The iron holder has a neat and durable "Tucker," bronze finish; the file has four cutting sides, which, when worn, can be turned by simply loosening the screws in holder.

**SIMPLE IN
CONSTRUCTION**

**ALWAYS READY
FOR USE**

Sharpeners are packed one dozen in compartment box, having hinged cover, with neat two color label, making an attractive display package.

Size of box, 11 x 9 1/4 inches.

RETAIL PRICE..... 25 cents each

WRITE FOR PRICE.

The Osborn Manufacturing Co.

5403 Hamilton Ave., N. E.

Cleveland, O.



HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED MARCH 5, 1906.

- 398,835. KEY RING. R. H. Ingersoll, New York, N. Y.
- 398,866. WASHING MACHINE. Chas. E. Warner, Malvern, Kan.
- 398,884. SASH FASTENER. J. Eberhardt, Chicago, Ill.
- 398,887. SHOVEL. E. L. Fenerty, Halifax, Nova Scotia, Canada.
- 398,889. FASTENER FOR THE MEETING RAILS OF SASHES. G. Gehring, Jamaica Plain, Mass.
- 398,981. BOX FASTENER. J. W. Shaw, Shelburne Falls, Mass.
- 398,986. SCREW DRIVER. C. A. Strasser, Baltimore, Md.
- 398,989. WRENCH. J. Tomlinson, Folsom, Cal.
- 398,997. DUST PAN. R. F. Bailey, Galva, Ill.
- 399,014. VISE. Perry Brown, Louisville, Ky.
- 399,026. LOCK. W. D. Fiske, Brooklyn, N. Y.
- 399,083. LOCK. J. Roche, Terryville, Conn.
- 399,094. KEY. O. Stoddard, Detroit, Mich.
- 399,099. WASHING MACHINE. J. A. Walker, Malvern, Mass.
- 399,141. LOCK. Wm. S. Fiske, Brooklyn, N. Y.
- 399,142. DRILL. E. L. Frantz, Sweet Valley, Pa.
- 399,229. LEMON SQUEEZER. Edwin M. Scott, Auburn, N. Y.

PATENTS ISSUED MARCH 6, 1906.

- 814,076. WEATHER STRIP. C. A. Pike, Paw Paw, Mich.
- 814,113. ANIMAL SHEARS. H. S. Burley, Chicago, Ill.
- 814,125. SUSPENDERS. W. D. Flynn, Spray, N. C.
- 814,203. GRIDDLE GREASER. C. H. Haight, Oswego, Ill.
- 814,199. SELF-LOCKING NUT. L. M. Galliher, Lexington, Miss.
- 814,201. WRENCH. M. E. Griswold, Chicago, Ill.
- 814,228. PIPE VISE. A. W. McGrahan and O. K. Ascher, Los Angeles, Cal.
- 814,253. HOLDER FOR SAD IRONS. George Uelett, Waltham, Mass.

- 814,318. HEAD FOR BIT STOCKS. William A. Peck, Jersey City, N. J.
- 814,319. RATCHET MOVEMENT. William A. Peck, Jersey City, N. J.
- 814,320. JAW ON BIT STOCKS. William A. Peck, Jersey City, N. J.
- 814,335. CHANGEABLE COMBINATION KEY LOCK. W. H. Taylor, Stamford, Conn.
- 814,343. WRENCH. George W. Austin, Hollister, Cal.
- 814,354. HINGE. John R. Carter, Augusta, Ky.
- 814,355. HINGE. John R. Carter, Augusta, Ky.
- 814,370. FOLDING CLOTHES RACK. Joseph Gruninger, New York, N. Y.
- 814,460. COFFEE BOILER. J. Kruckewitt, Pittsburgh, Pa.
- 814,562. STOVE LEG CASTER. William Peters, Melvin, Ill.
- 814,575. WRENCH. John T. Tiner, Uvalde, Tex.
- 814,608. HOSE CLAMP. J. E. Johnson, New Paynesville, Minn.

PATENTS EXPIRED MARCH 12, 1906.

- 399,252. CAN OPENER. J. H. Fisher, Deerfield, Ill.
- 399,268. LATCH. O. A. Jenison, Lansing, Mich.
- 399,308. WHISK BROOM. J. Wright, Hoosick Falls, N. Y.
- 399,365. SKATE. J. A. Whelpley, Keene, N. H.
- 399,366. SAW HAMMERING MACHINE. R. Whitehill, Milwaukee, Wis.
- 399,371. ASH SIFTER. G. W. Bown, Philadelphia, Pa.
- 399,387. HAND SOLDERING IRON. E. J. Dolan, Philadelphia, Pa.
- 399,395. TAG HOLDER AND TAG. M. L. Fogel, Superior, Neb.

PATENTS EXPIRED MARCH 19, 1906.

- 399,649. COMBINED TOOL. G. H. Brooks, Morganfield, Ky.
- 399,686. COFFEE MILL. E. H. Morgan, and C. Morgan, Freeport, Ill.
- 399,719. STOVE FOR HEATING SAD IRONS. J. B. Winter, Louisville, Ky.
- 399,722. SEAL LOCK. C. Zwischkart, Salzwedel, Prussia, Ger.
- 399,790. MEAT CUTTER. A. Shepard, Plantsville, Conn.
- 399,807. TUBULAR LANTERNS. W. Westlake, Brooklyn, N. Y.
- 399,834. COVER FASTENER FOR VESSELS. J. H. Cassidy, Leavenworth, Kans.
- 399,845. FOUNTAIN ATTACHMENT FOR WASH BOILERS. G. W. Day, Lansing, Kans.

(Continued on page 41.)

OUR CANADIAN LETTER

OPENING OF SPRING TRADE.

The mild winter has been followed by an early Spring, and reports from all sections of the country indicates that business has been exceedingly satisfactory during the winter, and has begun well with the opening of Spring activity. While some skates, snowshoes, sleighbells and similar goods have been carried over and sales of these lines will be lighter next Fall, other lines, such as builders' Hardware, bicycles, fencing, etc., have been much greater than usual, the law of compensation working itself out again. One bicycle dealer states that February sales of wheels were as great as in June last year. March, however, was a stormy month, and sales fell off again, but the automobile shows in Toronto and Montreal are being used to boost this sport into popularity again, and a large trade is looked for in April and May. Building is on the jump again, the permits issued in Toronto for the first three months of 1906 being about \$2,000,000 compared with only \$1,100,000 during the same period in last year's record season. Vancouver is nursing a boom, an organization having been formed to jump its population from less than 50,000 now to 100,000 in 1910. The whole west is alive with activity, and railroads are being planned in every section. Emigrants are already pouring in by the trainload from Europe and the States, and fully a quarter of a million are expected to locate in the Canadian West during 1906. The wonderful discoveries of silver, cobalt, copper and iron in northern Ontario are also acting as a gigantic magnet to draw thousands of people, and every week sees new Hardware stores opened in one of the centres of activity. Where there is a movement of people and industrial activity, the Hardware store finds good business.

SPORTING GOODS TRADE.

Automobile Shows in Toronto and Montreal this month have done much to create a greater demand for motor cars and boasts at one of the shows in Toronto there being 60 different models of cars made by 21 concerns. In another building 32 motor boat and accessories manufacturers made displays. It is in accessories that automobiles have their chief interest to Hardwaremen, they being able to carry a stock of such goods as spark plugs and coils, cable for wiring, dry cells, gasoline, lubricating oils, lamps, horns and other accessories. Dealers who have found bicycles pay well as a side line will probably find auto accessories even more profitable, as the class of people who ride automobiles are much more able to spend money freely than those who rode bicycles.

Hockey, Canada's national winter game, is catching on in the United States and at the same time is becoming popular enough to be professionalized. For a couple of winters a league of professional clubs has been in existence making big jumps between Pittsburgh and the "Soo." Now plans are under way to establish artificial ice rinks and professional clubs at Chicago, Winnipeg, Toronto, Montreal, London and other cities. Hockey will undoubtedly "catch on" in the States, as it is a "fast" game full of life and vigor. And Hardware merchants by posting themselves and aiding in introducing the game into their localities, can reap a share of the rewards later on. In Toronto the revival of roller skating is certain, and the success of the first rink in having to send for an additional supply of skates will probably be followed by the opening of other rinks. A roller skate hockey team has been organized and others are under way.

INDUSTRIAL DEVELOPMENT.

Two important events in Canada's industrial development occurred during the month, one being the almost definite announcement that the United States Steel Corporation would establish a gigantic steel plant in Ontario shortly, spending \$10,000,000 on the plant, and also absorbing the nickel interests at Sudbury, with the intention of making nickel steel. The other event was the successful termination of the much talked of experiment at the "Soo" in electric smelting, the results being considered eminently successful. If steel can be smelted successfully by electricity, it will mean much to Ontario, which has unlimited water power at its disposal, but is entirely lacking in coal areas.

TAXES ON TRAVELERS.

The bitter opposition made by practically all sections of the business community against the \$300 tax imposed on "foreign" travelers doing business in Quebec Province has at last borne fruit and the law has been amended, making the tax now stand at \$50 on "foreign" travelers calling on jobbers, \$100 on those calling on retailers and \$200 on those doing business direct with consumers. This action was not taken until steps were taken by members of the Ontario Legislature to retaliate by imposing a similar tax on this Province.

NEWS OF THE TRADE.

George H. Hamm, city traveler for Emerson & Fisher, St. John, N. B., has resigned his position, and will remove to Winnipeg.

Drummond, McCall & Co., Montreal, are establishing a metal warehouse in Toronto. In the past they have merely maintained a branch office.

F. W. Fairman has been appointed president and manager of the Dominion Wire Co., Montreal, J. S. McCormack, the former occupant of the position, having resigned.

C. H. Fox, formerly with the J. O. Cadham Hardware Co., Brandon, Man., has launched out as a manufacturer's agent at Vancouver, B. C. Before leaving Brandon, he was tendered an address by Brandon's leading citizens.

The Nicholson File Co., Port Hope, Ont., who formerly sold their goods through the late Walter Grose, of Montreal, have taken over the selling end themselves and Charles S. Archibald has been appointed their traveling representative.

E. G. Prior & Co., wholesale and retail Hardware dealers, Victoria, B. C., are establishing a new branch at Vernon, B. C., and are erecting a new warehouse at Victoria.

Wilkinson, Heywood and Clark, paint and varnish manufacturers, London, Eng., have opened a branch at Montreal with F. C. Reynolds in charge.

Hector A. Bernier, advertising manager for L. J. A. Surveyor, Montreal, who has won many prizes in advertising and window dressing competitions conducted by American concerns, has again distinguished himself by winning first honors for an advertisement of Asbestos Sad Irons, made by the Dover Manufacturing Co., Canal Dover, Ohio.

J. A. Flett, who for many years has conducted a successful retail Hardware store at Vancouver, B. C., has taken Alex. McLeod and Wm. Owens into partnership and formed an incorporated company.

J. W. Barnes, Port Arthur, Ont., has turned his business over to Barnes Hardware Co., Inc.

Herbert C. Birge, secretary of the Canada Screw Co., Hamilton, Ont., and son of Cyrus Birge, president of that company, died a fortnight ago. He was only 32 years of age.

Brandram & Sons, a leading English firm, intend to establish another lead corroding plant at Montreal, the Carter Co.'s plant having been unable to supply the Canadian demand so far.

Taylor, Forbes & Co., Guelph, probably the largest and most enterprising Hardware manufacturers in Canada, have purchased the entire foundry business and patterns of H. R. Ives & Co., Montreal.

Lovett H. Crowell, of Crowell Bros., Halifax, passed away recently after a lingering illness.

Hockin & Siddons, Moose Jaw, Sask., have formed an incorporated company to carry on their business.

A new cutlery factory is to be established at Niagara Falls, Ont., by J. G. Cadham and others. At present the only cutlery factory in Canada is that of the Ontario Silver Plate Co., Niagara Falls.

OBSERVES 80TH ANNIVERSARY.

The firm of Belcher & Loomis, Hardware, Weybosset Street, Providence, R. I., tendered its employees and their wives a banquet at the Crown Hotel recently, the occasion being the 80th anniversary of the founding of the firm, which was founded in 1826 by Joseph Belcher. There were 86 persons present, 63 of them being employees.

The affair began at 7:30 o'clock with a reception in the parlors of the hotel which lasted for about half an hour, and was followed by the banquet in the large dining room at 8 o'clock. After sufficient time had been given for the satisfaction of the inner man, there were two brief addresses by members of the firm. A varied programme followed. Wilbur B. Ayer acted as toastmaster and the first speaker to be introduced was Leander Belcher, Treasurer, who told some reminiscences of the early history of the firm. The second speaker was Edward A. Loomis, who made humorous remarks, and also complimented the employees on their efficient service.

The following programme was then rendered: Piano solo, Percy Ellsworth Judd; piano duet, Mr. Judd and Miss Cora Rainville; contralto solo, Mrs. Mabel Bosworth; graphophone, H. Palmer; comedian, C. W. Clissold; baritone solo, Fred Bratesman; comedian, Harry Wood; magician, W. H. Gould, assisted by Mrs. Gould; comedians, Wood and Clissold.

(Continued on page 38.)

REVIEW OF THE MARKETS.

WIRE NAILS: The roads during the last fortnight have been in pretty bad condition all over the country, so that distribution of Wire Nails by retailers was limited, and orders on Jobbers likewise. It will not be long before they will be in good condition, when the distribution on Wire Nails will prove exceedingly heavy. The Jobbers are even now placing contracts for delivery within the next 60 days. Estimating from orders now in hand at the mills and what are expected, the mills expect to operate in full during the Summer months. Prices are firm. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers\$1.85
Carload lots to retail merchants..... 1.90

New York.—Jobbers' prices as agreed upon are well maintained. The sales for the last three months are reported by the jobbers as very satisfactory as to price, and quantity fully equal to the same time last year. Small lots from store are quoted on the basis of \$2.15 per keg.

CUT NAILS: At the last meeting of the Cut Nail Association the previous prices were re-affirmed for April. Specifications on orders are being received in a very confident manner. Quotations are as follows: f.o.b. Pittsburgh, for carload lots, \$1.80, base; for less than carload lots, \$1.85. For carload lots on dock New York, \$1.95; for less than carload lots, \$2. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—Manufacturers have run quite low on stock, and assortments have been broken. 3d Fine Nails have been difficult to get for a couple of weeks. Local demand in volume is quite conservative. Quotations are steady and on the basis of \$2.05 per keg.

BARB WIRE: The mills are having heavy specifications on contracts made by the jobbers, showing that the stocks in the hands of the trade are not large. Few orders are being received by the mills, as the heavy stock orders were all placed by the trade months ago. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | Painted. | Galv. |
|--|----------|--------|
| Jobbers, carload lots..... | \$2.00 | \$2.30 |
| Retailers, carload lots..... | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: Orders are light at the mills except for shipment on contracts, which constitutes the volume of the business received. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads\$1.70
Retailers, carloads 1.75

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

STRAP AND T HINGES, ETC.: Manufacturers of Wrought Butts and Strap and T Hinges announce, under date March 20, higher base prices, as given below. Beyond the discounts named, the retail trade will readily obtain an additional 10 and 5 per cent. or 10 and 10 per cent. discount:

| | Per cent. Discount. |
|---|------------------------|
| Reversible and Broad..... | 75 and 5 |
| Light Reversible, Light Narrow..... | 75 and 10 |
| Loose Joint, Narrow, Light Inside Blind, etc. | 75 |
| Back Flaps, Table, Chest..... | 70 and 10 |
| <i>Wrought Strap and T Hinges.</i> | |
| Light Strap | 65 |
| Heavy Strap | 75 |
| Heavy Strap Corrugated..... | 75 |
| Light T | 60 |
| Heavy T | 55 |
| Extra Heavy T | 70 |
| Extra Heavy T Corrugated | 70 |
| Hinge Hasps | 45 |
| Long Chest | 50 |
| Crate Hinges | 65 |
| Crate Hasps | 45 |

CONDUCTOR PIPE AND EAVES TROUGH: The new discounts recommended on 14, 16 and 20 ounce Copper Conductor Pipe and Eaves Trough are: Eastern territory, 40 and 10 per cent.; Central territory, 40 and 7½ per cent.; Western and Southern territory, 40 and 5 per cent.; Southwestern territory, 40 and 2½ per cent.

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound)..... 9¼ @ 9½
Standard (500 feet to the pound)..... 9¼ @ 9½
Standard Manila (550 feet to the pound).....10½ @ 10¾
Manila (600 feet to the pound).....11½ @ 12
Pure Manila (650 feet to the pound).....12½ @ 13
Less than car lots ¼ cent advance.

ROPE: The following prices may be said to represent the market:

| | Cents per Pound. |
|-----------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12½ @ 13 |
| B Quality Manila | 11½ @ 12 |
| Pure Sisal, 7-16 and larger..... | 9½ @ 10 |
| No. 2 Sisal, 7-16 and larger..... | 8 @ 8¼ |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....43 cents per gallon.
In lots of 5 barrels or more.....42 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.


Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil65 cents per gallon.

THE CLEVELAND TRADE.


If the statements recently made by some of the United States Senators are true, the states have created corporations that neither the states nor the government can control. They are greater than the power that created them and nothing but revolution can prevent them from continuing to wrong the public. The law's delay make it impossible for an individual to secure his rights, and relying upon this delay in adjusting claims is a practical denial of justice. In our industrial age, transportation has become so intimately associated with business, that it can make or prevent success, and yet it can continue to devour whom it chooses with no one to say nay, and the people are constitutionally prohibited from interfering. A way out of it is sure to be found and a square deal secured if the "big stick" must be called into requisition. If the railroads are to insist upon their right to do what is clearly a public wrong, and ignore their duty to the public, the remedy is not remote, and their opposition to legislation to correct this goes a long way in the public mind to condemn them. In their zeal to preserve their rights, a disposition to perform their duties would be the surest way to obtain their purpose. The conservative element on both sides when agitation clarifies the contention will control, and rights and claims will be modified, and both sides gain. If there is any lull in business, it is to get breath. The vacation will be short in 1906, as the demand is too imperative. The consumer wants and will have the goods and the jobber must run with the crowd, or be run over, and the enterprising young men in the trade are not ready to retire. March will be another record month, showing 25 per cent increase in the sales over a year ago. There is not much indication of a lull in that. When we all learn that the relation between rights and duties are as well established as the law of gravitation, part of the anxiety to protect our rights will be transferred to the performance of our duties, and we shall have peace and permanent prosperity. Emphasizing the other fellow's duty and our own rights is too much in vogue.

Those who oppose the regulation of railroad rates are hard pressed when they are driven to the fine-spun theory, that the use of judgment by the commissioners in the performance of their duties, is unconstitutional, because it assumes the judicial

FILES



RASPS



**Nicholson
Arcade
American**

**Kearney
& Foot
Eagle**

MANUFACTURED
— BY —

"These Brands are Sold by all Live Hardware Merchants"

NICHOLSON FILE CO.,

**Great
Western
McClellan**

**J. B. Smith
"X-F"
Gold Medal**

Providence, R. I.

department of the government. To those not educated in the intricacies of pleading, this seems like fine-spun nonsense.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, Pres.

THE PITTSBURGH TRADE.

The great Coal Conference at Indianapolis, affecting the labor question in four States, came to an end last week in a disagreement between operators and miners. The largest interest in the Pittsburgh district agreed to pay the advance asked for, and their works will be operated without stoppage. About half the operators (in tonnage) of this district, however, have refused to pay the advance, and the men are out. It is uncertain how long this state of affairs will continue, but probably 30 to 60 days will bring one side or the other to the other's terms.

March was a cold and stormy month all through, but a fairly good business was done. Aside from the coal strike, business would be good, but for the condition of country roads. These are almost impassable just now, but a week of sunshine will fix that trouble.

Building is quite active in our city, and several new skyscrapers are started, besides other store buildings. The Southside Terminal Warehouse enterprise, comprising 40 warehouses, and costing four million dollars, was opened for use April first. The Frick and McChesney buildings were also ready for occupancy at same date. It is a puzzle where all these immense buildings find tenants, but they are filled up as soon as opened.

LOGAN-GREGG HARDWARE CO.

THE CHICAGO TRADE.

The cold backward weather of the month of March restricted orders on several of our routes. Traveling agents were discouraged because of muddy roads, snow storms, and the dullness of small towns. The last few days have been warmer; it is now bright and sunny; roads are becoming solid, farmers can get about, and building operations have commenced in earnest.

Farming tools are in such strong demand that we are behind on our orders. Window Screens, Doors, Poultry Netting and Builders' Hardware are in most every order.

Our special brand of Adelite House Paints are going out in large lots. Our business since the issue of our new catalogue has been increasing from twenty to twenty-five per cent. each month this year over the corresponding months of 1905.

Our salesmen write us that the trade is pleased with our new book and promise us our full share of their mail orders, and since we have distributed our catalogues quite freely we expect a good business through the entire year. Business prospects generally seem quite promising all over the Western country and especially so in the section tributary to Chicago.

The coal strike is an uncertain commodity, but since the heaviest demand for coal will not begin until the first of September it is to be hoped that before that time arrives an amicable settlement shall be accomplished, that will be satisfactory to all parties concerned.

Manufacturers inform us that the demand for all the leading articles in Hardware line is so heavy that prices of staple articles will remain firm, and prospects are that moderate advances in some lines of staple goods will take place.

WELLS & NELLEGAR COMPANY,
J. B. NELLEGAR.

THE ST. PAUL TRADE.

When every man is busy and prosperous, when the sun shines brightly, then surely complaints should be scarce. Such are the conditions now existing in our country. Every day we find a stream of people going West to populate the country and each man means more business. Values of goods do not change much, though scarcity is dominant. As this month advances, we see trouble ahead to get our orders filled. The wise man has anticipated his wants and is happy. We believe that every indication points to the same condition in Fall goods and advise early buying and early delivery.

HACKETT, WALTHER, GATES HARDWARE CO.

THE DAVENPORT TRADE.

March was a very dark stormy month with country roads practically impassable; hence the trade got a black eye. Our travelers report, now that the roads are better and we are having bright sunshiny days, that they will send in more orders than we can take care of.

Locally, the sale of the electric car lines, gas and electric light companies, etc., has brought in six or eight million dollars cash and it should have quite a stimulating effect on business.

SICKELS, PRESTON & NUTTING CO.

THE SAN FRANCISCO TRADE.

Because the Pacific Coast did not escape from the elements the past fortnight we are measurably contented in that Providence did not single out this neck of the woods, but sent heavy storms to check trade all over the United States. While in the East heavy snowfalls and freezing temperatures damaged fruits and vegetables, on the Pacific Coast country transportation was delayed in some sections and the shipment of farm produce to the markets diminished. But, taken on the whole, the great storms were beneficial everywhere. They covered the winter wheat belt beyond the mountains with an ample shelter of snow, and here they moistened the ground where there had been complaints of drought, and stimulated the growth of green feed all over the

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

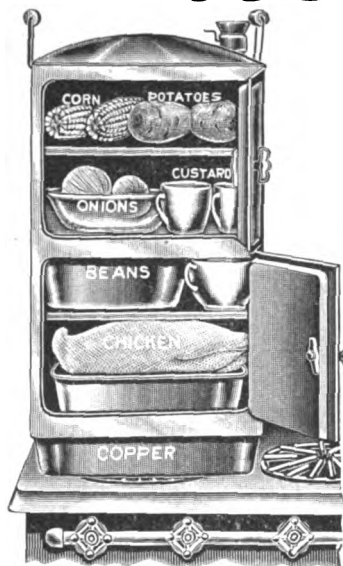
A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U.S.A.

LET ME
DO YOUR**COOKING**

Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards—in short, the whole meal for the whole family—into my ample shelves and cook it, as food never was or can be cooked in any other way, over ONE BURNER of stove, range, gas gasoline or oil stove?

I come in both round and square shapes—both kind have whistles
Prices \$2.00, \$2.50, \$3.00, \$4.50 up.

No watching; no basting; nothing overdone nor underdone I am the

IDEAL COMBINATION STEAM Cooker & Baker

made of heavy tin or copper, with all copper seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I blow my whistle 20 minutes before water needs replenishing; never go on a strike nor talk back. I cut the cost of fuel and work in half, save time and wear and tear on your temper and vocabulary. I hold 12 one-quart cans in canning fruit. Write now for **FREE BOOK, 48 pages**. It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

Mr. Dealer

Do you know there's a demand for a GOOD steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

Our Advertising Helps You to Sell IDEAL Steam Cookers.

A reproduction of the advertisement shown here-with will be read in leading publications every month by

OVER TEN MILLION WOMEN

The thousands who answer this advertisement will be referred by us to local dealers carrying our line.

Your Customers Will Demand our Goods. Are You Prepared to Supply Them?

Take advantage of this opportunity to *profit by our expenditure.*

48 PAGE BOOK FREE—Write for it to-day, with confidential prices for dealers.

Our Catalogue fully describes 100 other household and kitchen specialties.

The TOLEDO COOKER CO. 1336 to 1342 West Bancroft St. TOLEDO, OHIO.

coast. With us the rain was warm, the weather being soft, and should no severe frosts be experienced from now on we will probably harvest large crops of everything.

In this connection it may not be out of place to note the steady demand for steel rails, which is affirmative of the current expansion in railroad building. This is particularly noticeable west of the Missouri River, where a number of great traffic interests are reaching out for increased connections with the Pacific, with San Francisco the objective point for several of the most important. During the next five years the railroad maps will show a pronounced revision as far as San Francisco is concerned. For over twenty years this city was ignored by these railroad extensions, though there were plenty of them to the north and south of us, but latterly the tardy railroad promoters seem to be making up for lost time.

Reverting again to the fifth annual meeting of the California State Retail Hardware Association that had just convened at the time my last report had to be posted, affording only opportunity to give the major part of the opening address by President Bennett. In continuation he advocated a "Wagon and Implement Chapter," and regarding the Paint and Oil Department of the associations ensemble he said: "This department of the modern Hardware store is growing each year, and it is an important branch of our business, but it is in a deplorable condition. It is hoped the Paint and Oil Committee will have a plan whereby our members will derive a much larger differential than we now enjoy."

In Secretary Gracey's report he said: "It is against the policy of our State Association for a wholesaler to retail. We have found that while the regular wholesale Hardware houses of San Francisco, with the exception of one, do comparatively no retailing, yet the wholesale stove and tinware houses all retail. They give as their reason for so doing that all furniture houses sell stoves, and many of the manufacturers' agents carry a line of stoves and they, and the outside wholesale agents and tinware houses carrying stoves, do the same, and that it would be cutting their own throats to give it up. The question for us to consider seriously is whether or not we should adopt with all the wholesalers the classification and differential schedule to apply on Hardware, stoves, agate and tinware the same as is in vogue covering staple commodities, such as Wire Nails, Pipe, Iron, Agricultural Implements, Wagons, Etc.

Much of the business of the convention for the betterment of conditions was of an executive order and referred to committees

who will consider the needs of the association and take action at an early day. Subsequent to the theatrical and banqueting diversions afforded the convention by the San Francisco Retail Hardware Association the following officers of the State society were elected:

President, C. M. Brown, of Hollister; first vice-president, George H. Smith of Oakland; second vice-president, H. E. Devore of Ocean Park; secretary, Frank B. Dickson, of San Francisco; treasurer, G. M. Hickman of San Francisco.

Executive Committee—F. B. Ladd and Frank Rittigstein, Oakland; J. C. Mailer, Santa Rosa; J. H. Stevens, St. Helena; H. C. Bennett and J. C. Walker, San Francisco; G. H. Glassford, Fresno; D. C. Wood, Modesto; Henry Guyot, Los Angeles; C. E. Pettis, Ocean Park; A. E. Holmes and W. J. Boschken, San Jose; Oscar C. Schulze, Dixon; John C. White, Marysville, and F. J. Reid and H. H. Buhne, Eureka.

INDUSTRIAL PRESS ASSOCIATION.

SWANK HARDWARE COMPANY'S FIRE.

The extensive establishment of the Swank Hardware Company, Johnstown, Pa., was destroyed by fire early Wednesday morning, March 28. The loss is estimated at \$300,000, partly covered by insurance. The company will appreciate the attention of manufacturers in promptly forwarding catalogues and discount sheets.

(Continued from page 35.)

The firm of Belcher & Loomis, which is one of the oldest in the city, was founded in 1826 by Joseph Belcher, father of the Treasurer of the present company. The store was then located in a building that was on the site of the Narragansett Hotel, but was later moved into a building on the corner of Weybosset and Eddy streets. After a time the firm was known as Allen & Belcher, the latter taking Benjamin Allen into partnership with him. In 1857 Mr. Belcher was succeeded by his two sons, Joseph H. Belcher, who is now dead, and Leander C. Belcher. It was then known as Belcher Brothers, and was located opposite the post office on Weybosset street. The firm moved into its present location in 1889 and was then known as Belcher & Loomis, Edward A. Loomis having become a member of the firm four years previous. In 1897 the firm was incorporated as the Belcher & Loomis Hardware Company. The present officers are as follows: President—Edward A. Loomis; Secretary—Frank M. Whitford, and Treasurer—Leander C. Belcher.

"THE BIGGEST LITTLE THING ON EARTH"

THE GENUINE KAMPFE

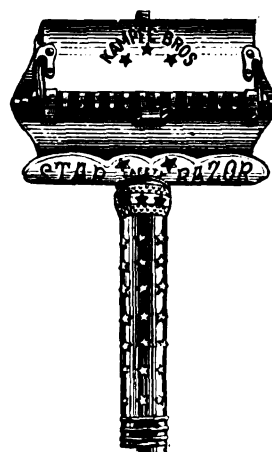
STAR SAFETY RAZOR

Stands unrivalled as the quickest, easiest and safest
in the wide world.



Price

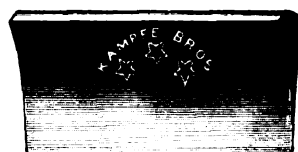
1.50



25 YEARS' REPUTATION BEHIND EVERY BLADE

The **SECRET**
THE 3 STARS BLADE

Manufactured under a process
peculiar to Kampfe Brothers



New York, Apr. 2, 1906.

Mr. R. U. PROGRESSIVE,
Retailers of Cutlery and Hardware:

We are pleased to solicit your patronage under an agency for the Original and Mechanically Perfect STAR SAFETY RAZOR, which is endorsed by men of all nations

You, as a dealer, are offered substitutes, possibly at a lower price. Have the sales and profits on the substitutes been satisfactory to you?

Do you know that you are purchasing at the same price quoted to your competitors, and if not, are you willing to subject yourself to such methods?

We hope to interest you to write us for terms and quotations to authorized agents for the sale and distribution of Star Safety Razors and accessories.

If agreeable to you we will submit a proposition, feeling confident that it will meet with your approval and hearty co-operation, and that you will accept our offer, considering it for your business interest to do so.

In anticipation we desire to thank you for an early and favorable reply.

Very truly yours,

KAMPFE BROTHERS, Dep't "S"

Dic., D. L. W. 2nd:

KAMPFE BROTHERS

Manufacturers

8-12 Reade Street, NEW YORK

A MUSEUM OF WAR RELICS.

Certainly not in the United States and probably not in the world can there be found a more extensive dealer in rare and obsolete arms and war relics than is Francis Bannerman, of New York. It may have been surmised that he was first led to engage in this business through enthusiasm as a collector, but it is not, we believe, generally known outside of New York that he owns a private collection with which no offer will tempt him to part. Mr. Bannerman has long been ambitious to found a permanent free exhibit, and that this idea is continuously uppermost in his mind is evident in the following statement of reasons prompting a removal to more commodious quarters. The extent and importance of his business in arms, ordinance and generally military stores may be ascertained by "reading between the lines."

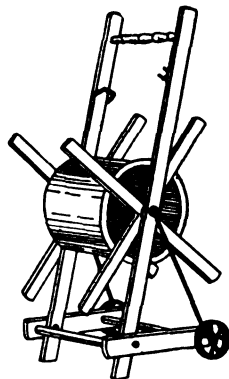
"In 1897, the increase in our business made it necessary for us to secure a larger building than we then occupied in premises 27 Front street. We were fortunate in securing the lease of the three floors (including store), size 25 by 200, at 579 Broadway, giving us about 15,000 feet for show room and storage. In February, 1898, just prior to the sinking of the Maine, which brought on the Spanish war, with the enlargement of the United States army, such large loads of captured and obsolete government goods were offered for sale that it became necessary for us to lease three large storehouses on the Brooklyn water front, and for the storage of cartridges we purchased an island in the Hudson river of about seven acres, on which we have erected storehouses. Our Broadway store has now, in 1905, become too small for the exhibition of samples of our immense stock of military goods, and while on the lookout for a larger place, we found offered for sale the property 501 Broadway, 30 feet front on Broadway extending 200 feet through to Mercer street (in the rear) with seven floors, giving a total of 42,000 square feet, equal to about 2¾ acres. Fortunately for us, this property was offered for sale by the Metropolitan Museum of Art, to whom it had been bequeathed by the late famous locomotive builder, Jacob Rogers. The price asked for the property was beyond our means, and we could not have very well made the purchase had not the managers of the Metropolitan Museum of Art, J. P. Morgan, Darius O. Mills and other prominent men of New York city, kindly aided us by a reduction in the price, recognizing that we were at our own expense making a free exhibit of war relics and curios in New York, on the same line that the Metropolitan Museum of Art was doing with funds contributed by wealthy New York citizens. In our original offer to purchase this property, we agreed to pay so much down, leaving a mortgage for the balance, and agreed that if our offer was accepted we would present to the museum the set of Gen. George Washington's pistols, which we valued at \$10,000; but the finance board representing the museum could only accept an offer on a cash basis. The pistols would come under another board of officers. Finally we agreed on the price without the pistols. When all was arranged, D. O. Mills jokingly remarked that no doubt we would now include the pistols. We have for the last three months been overhauling and putting the building in order, making it strong enough to exhibit ordnance on the top floor, which we expect to use for the exhibiting of our New York Museum collection of war relics and curios. An electric elevator will convey visitors to the museum floor, which we expect to have in place in about one year and in charge of veterans of the Civil War. Goods in museum exhibit will not be for sale—no use wasting time making offers. This building is not our ideal, but it is a step nearer to the time when we hope to have a building that will be the most appropriate and contain the most complete collection of war relics and curios in the world, that every American citizen will be pleased to visit.

REMEMBERING NAMES.

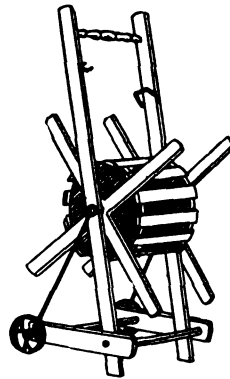
Cultivate your memory in every direction, but particularly towards remembering names, says *Retailers' Journal*. We do not mean by this to adopt any "memory system," but learn to concentrate your mind—that is the whole secret. Begin when you hear a man's name for the first time, and while repeating it to yourself, and perhaps shaking him by the hand, look him squarely in the face and get that fixed in your mind linked with the name. Then take a good look at the man's whole figure, noting any characteristics that may be peculiar. Keep the name in mind all the time, and when he has gone keep on thinking of the name and any particular feature that may have impressed itself on you, and the chances are that when you see him again you will remember his name. Some people, when trying to remember a name, simply take one peculiar feature, a scar, a limp or a cast in the eye, but the general effect is much better, for on meeting a man you may not see the special feature that you have taken note of and will then miss the name. It may seem a considerable task to go through the inspection and concentration mentioned above, but it will be only at first. After that it will become a habit and an easy matter; in fact, you will do it without effort and even without knowing it.

THE "BOSTON" HOSE REEL.

Pillman Hose Reel Co., Boston, Mass., are placing on the market the "Boston" Hose Reel, which is illustrated by the cut herewith. It is a well constructed article, handy in its applicability and profitable in its perfection. It is 30 inches high, with a pulp cylinder as shown in illustration, of 10 inches wide with a circumference of 38 inches. The Reel and Cylinder are finish-



THE "BOSTON."



"THE COMMON SENSE."

ed in the color of the natural wood, while the frame is painted red, and varnished in a very attractive manner. All the iron-work about it is japanned. With a truck wheel of 8 inches, it will weigh 12½ pounds. It has a capacity of 200 feet of hose. The company also manufactures the "Common Sense" Hose Reel, which presents characteristics similar to the "Boston" but with a slatted cylinder, having a circumference of only 32 inches, as shown in cut, Fig. 2.

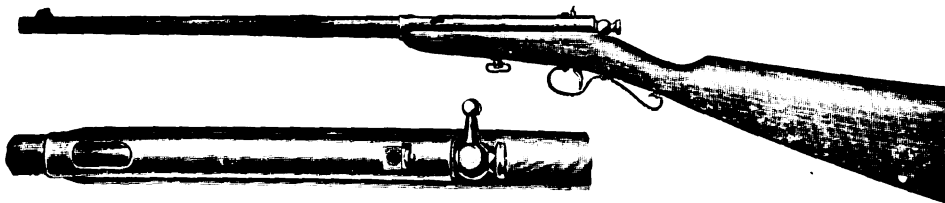
Hamilton Rifles

Have a name for absolute safety, accuracy and strength of shooting.

MODEL NO. 23 is of the **Bolt Action** type. It is unique. Combines greatest strength with least weight.

"Take Down"

Chambered
for 22
Caliber
Short or long
Rim Fire
Cartridges



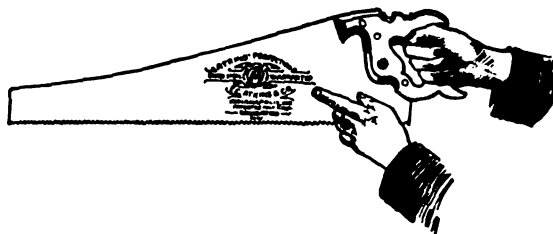
Prices:
Model 23,
\$3 00
Model 19,
\$2 00
Model 15,
\$1 50

Our Guarantee

protects you against any imperfection in any Hamilton Rifle. Let's put you next to our proposition. Write to-day.

HAMILTON RIFLE CO., Plymouth, Mich.

THIS IS THE SAW



that pays—It pays you to sell them—pays your customer to buy them **THE SAW OF QUALITY**—Made on honor.
Every detail perfect.

ATKINS High Grade Silver Steel SAWS

"Finest on Earth"—Send for 1906 Catalogue full of value from cover to cover.

E. G. ATKINS & CO., Inc., HOME OFFICE Indianapolis, U. S. A.

BRANCHES: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle and Toronto, Canada.

HARDWARE PATENTS.

(Continued from page 34.)

- 399,960. SAD IRON HEATING APPARATUS. J. M. Wishart, Marion, Kans.
399,980. WASHING MACHINE. H. H. Fisher, New Paris, Ind.
400,003. HINGE. R. E. Nolley, Atlanta, Ga.
400,007. WASH BOILER. C. E. Poor and G. Martin, Fairbury, Nebr.
400,009. IRONING TABLE. A. Rierison, Chicago, Ill.

PATENTS ISSUED MARCH 20, 1906.

- 815,338. CLOTHES HANGER. E. A. Farrish, St. Louis, Mo., and E. W. McClure, Quincy, Ill.
815,358. CHURN. C. W. Lowrey, Centerville, Ala.
815,376. ADJUSTABLE GRIPPING TOOL. W. Punt, Johannesburg, Transvaal.
815,381. COMBINATION TOOL. P. L. Robertson, Canfield, Canada.
815,391. STAIR CARPET HOLDER. I. Weinstock, Marietta, Ohio.
815,425. MILKING STOOL. M. I. Hamilton, Newport, Vt.
815,442. HAMMER. A. M. Layton, Pueblo, Colo.
815,446. WRENCH. W. C. Lott, N. Chicago, Ill.
815,449. MONKEY WRENCH. A. T. Martin, Niagara Falls, Can.
815,465. IRONING TABLE. T. L. Nelms, Spartanburg, S. C.
815,466. DOOR FASTENER. J. L. Phillips, Rochester, N. Y.
815,472. WASHTUB. Max Robin, New York, N. Y.
815,477. CAN OPENER. Lee C. Chap, Omaha, Neb.
815,483. SASH FASTENER. C. H. Snearer, Cleveland, O.
815,493. LATCH. A. B. Vane, Uitenhage, Cape Colony
815,524. NUT LOCK. J. E. Glenn, Doty, Wash.
815,537. SASH FASTENER. A. Kissinger, Reading, Pa.
815,541. NUT LOCK. F. T. Leatherman, Whiting, Ind.
815,553. LATCH. J. T. Pettijohn, Montesano, Wash.
815,556. BENCH. Lemuel L. Poplin, Rocky Mount, N. C.
815,561. FASTENING DEVICE. W. P. Smitten, Crystalrun, N. Y.
815,579. DOOR CHECK. N. W. Crandall, New Britain, Conn.
815,587. SASH CORD FASTENER. H. Hanson, Chicago, Ill.
815,597. HACKSAW. W. E. Lawrence, Brooklyn, N. Y.
815,613. PULLEY DEVICE. G. Merritt, Ridgewood, N. J.
815,621. WINDOW SHADE FIXTURE. J. M. Murdock, Chicago, Ill.
815,634. SAD IRON. Jas. L. Poalk, Wyncote, Pa.
815,658. CHURN. Wm. T. Talbert, Funkstown, Md.
815,663. ANIMAL TRAP. J. Walker and B. M. Frederick, San Francisco, Cal.
815,694. PIPE WRENCH. Fred Fisher, Ironton, Mo.
815,736. COMBINATION STEP AND EXTENSION LADDER. P. C. Plaster, Indianapolis, Ind.
815,758. SCREW HOLDING SCREW DRIVER. L. S. Starrett, Athol, Mass.
815,820. MANGLE. G. Hatch, S. Windham, Conn.
815,872. WRENCH. Jed. A. Smith, Ligonier, Pa.

PATENTS EXPIRED MARCH 26, 1906.

- 400,041. DOOR SPRING. E. Bender and E. Stevens, Brussels, Belgium.
400,057. HACK SAW. G. N. Clemson, Middletown, N. Y.
400,120. COMBINED ASH PAN AND SIFTER. J. F. Sayer, Gouverneur, N. Y.
400,140. LANTERN OR LAMP. G. W. Stockley, Cleveland, Ohio.
400,158. COMBINED STEP LADDER AND IRONING AND BREAD BOARD. J. C. Armstrong, Hudson, Mich.

- 400,246. REVERSING GEARING FOR WASHING MACHINES. J. M. Oakley, Brooklyn, N. Y.
400,259. WOODEN RAKE. J. A. Shafer, Richmondville, N. Y.
400,271. PORTABLE COOKING STOVE. A. S. Thomkins, Holmwood, Caterham, County of Surrey, England.
400,289. SASH FASTENER. A. N. Bender, Manhattan, Kans.
400,292. DEVICE FOR MENDING SIEVES. E. A. Bolus, Hamilton, Ontario, Canada.
400,316. LOCK. W. D. Doremus, Washington, D. C.

PATENTS ISSUED MARCH 27, 1906.

- 815,941. WEATHER STRIP. F. Y. Dawson, Washington, D. C.
815,976. LOCK AND LATCH MECHANISM. B. Phelps, Seattle, Wash.
816,143. NUT LOCK. C. A. Allen, Galion, Ohio.
816,151. WRENCH. S. E. Coffman, Bagwell, Tex.
816,157. WRENCH. C. C. Dotson, Huzzah, Mo.
816,177. CASTER. G. E. Neuberth, Newark, N. J.
816,203. WRENCH. J. C. Wilson, Neosho Falls, Kans.
816,211. CASTER. F. F. Bischoff, Chicago, Ill.
816,256. CAN OPENER. W. F. Seerup, Copenhagen, Denmark.
816,269. CASTER. C. Stengel, Hamilton, Ohio.
816,277. COMBINATION KEYHOLE BIT AND SAW. E. R. Townley, Ronceverte, W. Va.
816,310. LOCK INDICATOR. W. I. Fox, Burlington, Vt.
816,320. COMBINED HOE AND RAKE. W. L. Harris, Salem, Mass.
816,326. SAW GUARD. J. G. Hill, Reading, Pa.
816,327. DOOR SECURE. E. M. Hoagland, San Francisco, Cal.
816,335. CARPENTER'S PLANE. A. Kalla, New York, N. Y.
816,386. CULINARY VESSEL. H. McConnell, Minneapolis, Minn.
816,362. HOE. W. A. Nyswonger, Montrose, Colo.
816,405. LOCK. N. W. Webb, New York, N. Y.
816,454. WASHING MACHINE. C. O. Frostenson, Ashland, Wis.

THE HICKORY HANDLE TRUST OF AMERICA.

M. R. Grace, president of the Southern Handle Company, is financing and consummating the hickory handle trust. It is understood the Southern Handle Company of Memphis and several large hickory handle manufacturers of Louisville, Ky., have consolidated, and that all other firms who will not amalgamate their interests with a big corporation, will be absorbed by it by purchase.

Hickory timber has become very scarce in every section of the country, with the exception of the hickory belt contiguous to Memphis. It is in this section where the visible output for the future is assured, and as Memphis is the logical headquarters for the trust, there is no doubt but that the amalgamated interests will be centered there. If this takes place it will mean that all the hickory handle plants in the country controlled by the trust will be centered in Memphis, the output of which will be, notwithstanding the scarcity of timber, something enormous, the trade being both domestic and export.

Memphis is the center of the hardwood belt of the United States, and this fact is proven by the number of hardwood plants that have located there in the past year. Fern Brothers, the Arthur Hardwood Flooring Company and the Murdoch Lumber Company are erecting large plants there, and a number of smaller concerns are preparing to build.

+

The regard one shows economy is like that we show an old aunt who is to leave us something at last.—SHENSTONE.

Norvoll-Shapleigh Hardware Co.

ESTABLISHED 1843



A. P. Shapleigh

BORN JANUARY 9, 1810

DIED FEBRUARY 27, 1902

ESTABLISHED THIS BUSINESS IN ST. LOUIS, 1843

First line of Edge Tools, covered by a special brand, in the United States.

TRADE



MARK

UNITED STATES PATENT OFFICE

STATEMENT and DECLARATION of the original DIAMOND EDGE trademark, No. 15,905.
(Copy of part of declaration.)

"The trademark has been continuously used by said corporation since the month of May 25th, 1864.

"The class of merchandise to which this trademark is appropriated is cutlery and edge tools, and the particular description of goods comprised in such class on which it is used by the said company is knives, razors and axes, and other edge tools."

Norvell-Shapleigh Hardware Company,

ST. LOUIS, MO.

Norvell-Shapleigh Hardware Co.

ESTABLISHED 1843

THE QUESTION OF CONTROL

Manufacturers object to jobbers' special brands because they give the jobber the control

Jobbers object to selling only manufacturers' brands because this gives the manufacturers control and places the jobber at the mercy of his competitors.

It will not take much thinking on the part of the retail merchant to see the battle is for control.

The same chain of reasoning that leads the manufacturer and the jobber to desire to control their own brands, should lead the retail merchant to seek the control of the brands he sells.

There is greater need of the retail merchants having control because they have least protection. Jobbers are somewhat protected from unrestricted competition by manufacturers regulating selling prices.

Manufacturers bring up the question of quality. You will admit some manufacturers make better goods than others. Some manufacturers make a great many different articles. Some of the things they make are good, others are not. The expert jobbing buyer enjoys the advantage of selecting the best goods from many lines.

A first-class jobber has every reason to be just as jealous of the reputation of his goods as any manufacturer. The jobber inspects carefully. The manufacturer realizes that the penalty of poor quality is the loss of the jobbers' business.

If we have not established an agent for our line in your town we are open for business. If you secure the exclusive sale of our line of goods you fall heir to the tremendous amount of work and thought we have given to the building up of our DIAMOND EDGE Goods.

If you are satisfied on the question of control but are not satisfied on the question of quality, write for one of our salesmen—see the quality of our goods and compare our prices.

You can advertise, over your own name, that you have control of this line. We have an advertising proposition and an expert advertisement writer to help you. We will send advertising signs, cards, booklets and up-to-date advertising cuts. If you do not control your line of goods, about all you can advertise is that you are in the Hardware business. Advertising that advertises your competitor's goods as well as your own is a good deal like philanthropy.

Having an entire line of Tools under one brand, every advertisement advertises the whole line. The sale of one article under this brand helps the sale of all other articles under the same brand.

Competition in the future will become more keen than it is at present. The only way for a retail merchant to lay a firm foundation for the future success of his business is to control the lines of goods he sells

Did you ever see a manufacturer advertising any goods except his own? Did you ever see a jobber advertising goods he does not control? Is it not a reflection upon your intelligence when anyone asks you to push his goods without offering you the control?

If this subject interests you, write us.

Norvell-Shapleigh Hardware Company,
ST. LOUIS, MO.

Brain and Brawn



In Coes Wrench shop plus
down-to-date facilities and
methods in wrench manu-
facture have produced

COES New "Hammer Handle" MODEL

Size for size it is every bit as
strong as the "Steel Handle,"
and **Thirty Per Cent.**
Stronger than any
other Wrench Made.

When ordering have the
name "Coes" with you
—the best guarantee
for Wrench perfec-
tion.

Mention **HARDWARE**
when writing.

**No Gripping
Power is Lost**
...it fills the hand.

Even in the large sizes
the handle is not too large
for one hand.

The handle is of hard wood—the
heaviest on any wrench. Inserted at
both ends—held by an extra large rivet
in centre—double extra heavy riveted tip—
it can't be taken off without breaking the
rivets.

Best balanced — smoothest — best finished.
15-in., 18-in., 21-in sizes.

No advance in price over other styles. The ques-
tion remains: **How Many Do You Need?**

Coes Wrench Co.

WORCESTER, MASS.

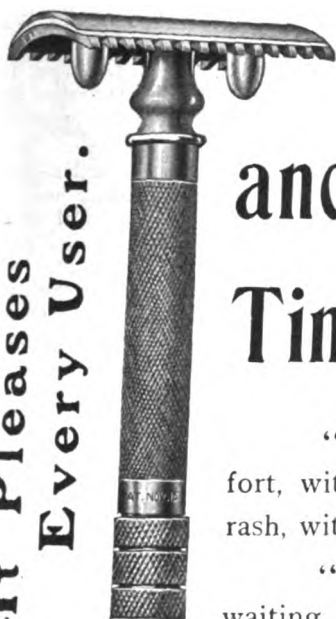
NEW YORK, N. Y., AGENTS:

J. C. McCARTY & CO., 10 Warren St. JOHN H. GRAHAM & CO., 113 Chambers St.

Gillette Safety Razor

NO STROPPING NO HONING

It Pleases
Every User.



It Saves \$52.
and 15 Days of
Time Each Year



"THE GILLETTE" gives a **CLOSE SHAVE** without discomfort, without roughening the skin, without irritation, without creating rash, without cuts, and without loss of time.

"THE GILLETTE" is the way to escape from barber shop waiting, wasting and torture.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

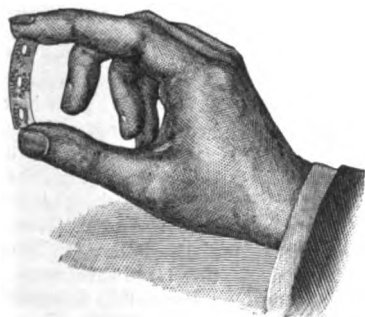
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Science has reached the acme of skill in the fusion, tempering, hardening and sharpening of these blades. The process is one of the wonders of the 20th century. The steel is of a quality as fine as a Damascus sword.

The most simple and durable shaving device in the world. **NO HINGES, NO CLASPS, NO SPRINGS,** and nothing to learn or adjust. Simply lather and shave in four minutes time.

Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE DEALERS' RECORD.

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Alliance, Ohio.—The Alliance Hardware Company, \$25,000 capital, has been incorporated by B. C. Bates, J. B. Crowl, J. Y. Gamble, W. H. Ramsey and D. Fording.

Ballston, N. Y.—Thomas J. Tracy's Son is the style of the new Hardware business which has been opened in the Lincoln Hotel by John L. Tracy.

Brockton, N. Y.—Brockton Hardware & Lumber Company has been incorporated to deal in Hardware, tools, etc. Capital, \$22,000. Incorporators: Charles T. Crandall, Fred M. and William I. Thayer, Orton Smith and Frank Whipple, all of Brockton, N. Y.

Chester, W. Va.—The Chester Hardware Company has been incorporated to carry on a general Hardware business; capital stock, \$10,000. Incorporators: William E. Mercer, Eula H. Mercer, of East Liverpool, Ohio; Harry G. Mercer, of Chester; William H. Jackson, of Fairview, W. Va.; Josiah F. D. Jackson, of New Cumberland, W. Va.

Corunna, Mich.—It is announced that Roll Mann and E. F. Easler are preparing to open a Hardware store in this city in a few weeks.

Eau Claire, Wis.—The Luebkmann Hardware Company has been incorporated. Capital, \$20,000; incorporators, William W. Luebkmann, Charles Karst and Edward H. Burnham.

Echo, Ore.—McAdams-Lisle Hardware Company has been incorporated with a capital stock of \$10,000; L. W. McAdams, C. R. Lisle, N. C. McAdams, Bessie Lisle, incorporators.

Goshen, Ind.—The new retail store of the Hawks Hardware Company has been opened.

Green Bay, Wis.—The Wilson & Walter Hardware store at 123 North Broadway is now open and ready for business.

Logan, Ohio.—The Farmers' Co-Operative Hardware Company has been incorporated by Rudolph F. Remple and others. Capital stock, \$25,000.

Memphis, Tenn.—The Stein Company has been organized by P. Weber, L. J. Levy, J. J. Stein, S. Burchart, and O. W. Thompson to engage in a general Hardware and queensware business. The new company has a capital of \$10,000.

Mulhall, Okla.—Beaver Valley Hardware & Implement Company has been incorporated. Capital stock, \$10,000; incorporators, A. C. Thurlow, S. J. Thurlow and J. C. Elliott.

Mount Airy, N. C.—A charter has been issued to the F. L. Smith Hardware Company, with \$50,000 authorized capital stock. The incorporators are: C. H. Haines, of Dobson; J. B. Sparger, F. L. Smith, R. N. Payne, O. H. Quincy and George W. Sparger, all of Mount Airy.

Newark, N. J.—Articles of incorporation have been filed by the Stone-Post Company, of 1100 Clinton Avenue. The incorporators are Frederick Stone and Harvey D. Post, of Irvington; Henry M. Stone, of Caldwell, and William Vreeland, of Bayonne. The firm was formerly a co-partnership under the title of the Stone-Woolley Company. The new organization will do a general Hardware business.

Newark, Ohio.—The Crane-Bliss Hardware Company, \$30,000 capital, has been incorporated by O. W. Crane, C. M. Bliss, F. A. Crane, L. L. Crane and Jennie W. Crane.

New Rochelle, N. Y.—William A. Klein has opened a Hardware, tool and stove repairing store at 23 Rose Street.

Ogden, Utah.—Articles of incorporation of the Watson-Flygare Hardware Company have been filed recently.

Pelahatchie, Miss.—Pelahatchie Hardware Company has been incorporated; capitalized at \$10,000; J. M. Stingily and others.

Pottsville, Pa.—The Pottsville Supply Company are now located in their new store at the corner of Centre and Arch Streets. The firm is composed of H. E. Atkins and H. C. Halberstadt.

Rochester, N. Y.—The Genesee Supply & Sales Company (Hardware supplies), has been incorporated; capital, \$25,000. Directors—F. R. Callaghan, Elmira; G. L. Barton, Scranton, Pa.; J. B. Warren, Rochester.

Scotland Neck, N. C.—The Hardy Hardware Company has been incorporated with \$50,000 capital, by Ira M. Hardy and others.

Spokane, Wash.—Articles of incorporation have been filed for the Hacker-Ide-Price Company, which will succeed the Millis-Price Hardware Co. on Sprague Avenue. The capital named is \$10,000 and the incorporators are Fred W. Hacker, William H. Ide and Lester E. Price.

St. Louis, Mich.—F. B. Ensley of Howard City and A. A. Haines of Grand Rapids have leased the Hart building on Mill Street and will open a Hardware store.

Teague, Tex.—The Parker-Blackman Hardware Company has been incorporated with a capital of \$10,000. Incorporators—J. E. Parker, H. M. Munger and R. A. Parker.

Toledo, Ill.—Charles Croy has recently completed a large brick business block, and is stocking it with Hardware, stoves and implements.

Unadilla, N. Y.—W. H. Crooker for many years a leading Hardware merchant in Unadilla, has returned to that town, where he has purchased his former home. He will soon open a Hardware store.

Yuba City, Cal.—The stockholders of the Sutter County Hardware Company have organized by electing M. E. Sanborn, E. M. Boyd, T. F. Giblin, J. B. Wilkie and L. C. Ashley directors. The company has incorporated with a capital stock of \$25,000.

Changes and Improvements.

Andover, Mass.—Henry McLawlin has sold his Hardware store and entire stock to Walter I. Morse.

Beatrice, Neb.—A. Palmer & Co. have purchased the stock of Hardware belonging to J. B. Mitchell.

Beatrice, Neb.—J. B. Mitchell has purchased the Hardware store of J. L. Bougham & Company.

Beaufort, N. C.—L. J. Moore, formerly of Kinston, N. C., has purchased the stock of Hardware known as the Chadwick Hardware Company.

Bedford City, Va.—The Hardware concern of McGhee & McGhee has been purchased by Harry G. Burks of the Thomas Hardware Company.

Belding, Mich.—The Tuinstra Hardware Company has purchased the stock and business of O. J. Kuhn and will move to the location of Mr. Kuhn, at the corner of Main and Bridge Streets.

Bessemer, Ala.—Plans have been matured for the consolidation of the Bessemer Cornice Works Company and the Lewis Hardware Company by which the capital stock of the company will be placed at \$125,000, and large additions will be made to the store space and stock handled.

Birmingham, Ala.—The Prowell Hardware Company has decided to increase its capital stock from \$150,000 to \$225,000. The business of the company has grown rapidly in the past few months, particularly because of the absorption of the business of the Gray & Dudley Company and the Birmingham Stove & Hardware Company.

Brunswick, Ga.—The business of R. E. Briesenick, general machinists' supplies, etc., has been merged with the business of the Colson Hardware Co. and the stock formerly carried by Mr. Briesenick on Bay Street has been removed to the store of the Hardware company on Monk Street. The two businesses will be conducted hereafter under the name of the Colson Hardware Company, the concern being composed of J. E. Dubberley, W. J. Butts and R. E. Briesenick.

Bucyrus, Ohio.—Miller & Smoth, who have conducted a Hardware store on South Sandusky Avenue since last September, have disposed of their stock to D. Pickering & Company, who will move the same to their present store as soon as possible.

Burlington, Kan.—I. B. Rhinehart, who for years has been dealing in implements, buggies and coal, has added a complete stock of shelf Hardware to his store at the corner of Sixth and Neosho Streets and is now ready for business in that line.

Caldwell, Idaho.—Ballantyne Bros. have succeeded to the Hardware stock of the Ballantyne-Dee Mercantile Company.

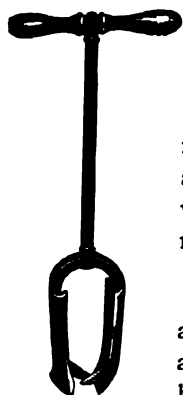
Chandler, Okla.—The old Chandler Hardware Company has incorporated with a capital stock of \$15,000, and succeeds to the business of the New York Hardware Company.

Chicago, Ill.—S. J. Stebbins Hardware Company has changed its name to Stebbins Hardware Company. Capital increased from \$75,000 to \$150,000.

Cleburne, Tex.—The Randle Hardware stock has been sold to W. T. Fannin of Killen and E. E. Fannin of Marlin.

Coffeyville, Kan.—A. F. Ashby has sold his stock of Hardware and tinware to John Todd, and he is moving it to Clancy.

Iwan Post Hole and Well Augor



Best in the world for all kinds of earth boring. Sizes 3, 4, 5, 6, 7, 8, 9, 10, 12 and 14 inch. Makes a hole smoothly and quickly; empties easily; is very durable. No suction when removed from the hole.

Gives you more profit than any two other augers or diggers and satisfies your customers better.

The most largely sold and most prominently advertised auger on the market.

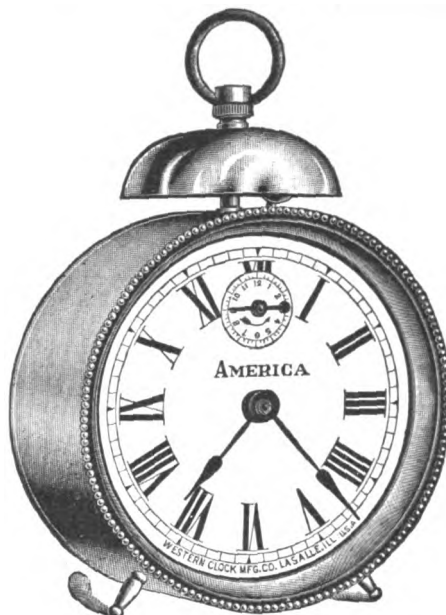
All prominent jobbers handle these augers and our other goods.

Iwan Brothers

STREATOR, ILL.

Makers also of Post Hole Diggers, Sickle Edge Hay Knives, Tile Drain Cleaners, Excelsior Open-back Tiling Spades, Revolving Chimney-Tops and Wire Conductor Pipe Hangers.

The America Alarm



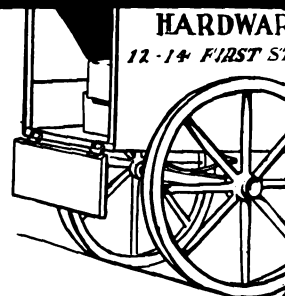
Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.

La Salle, Ill.

NEW YORK
51 Maiden Lane

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131 Wabash Ave.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

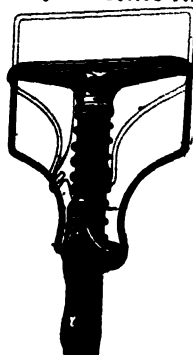
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Crystal Coffee Mill



The Gem Mop Head.



The Jewel Coffee Mill



Right Space Spice Cabinet

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Allegany, N. Y.—Sidney Brooks, N. R. Robinson and W. S. Chamberlain have organized a stock company for the manufacture of Brooks' fried-cake cooker, recently patented.

Augusta, Me.—Doyle Economy Stove & Furnace Company has been organized for the purpose of manufacturing and dealing in stoves, furnaces and ore reduction plants, with \$1,000,000 capital stock. Officers: President and treasurer, I. L. Fairbanks, of Augusta.

Columbus, Ohio.—Papers have been forwarded to New Jersey for the incorporation of the Capital Lock-Nut & Washer Company of Columbus. The new corporation is the reorganization of the company which is now erecting its plant on the South Side and is largely composed of local men.

Denver, Colo.—Stay Wire & Joining Tool Company has been incorporated. Capital, \$250,000. Incorporators: Oliver C. Patton, John C. Rawlins, A. L. Digby, Oscar Fields, R. B. Glaze, Denver.

Edmunds, Wash.—Crane Bros. & Company have just completed their big foundry and machine shop, and are only waiting for skilled moulders to begin the manufacture of stoves and iron bedsteads on a large scale.

Marquette, Mich.—The Superior Washing Machine Company has been formed for the purpose of manufacturing and selling the machine invented by Fred. Olson. It is capitalized at \$7,000. The original stockholders are Ole Olson, Ole Norum, Rudolph E. Opland, Julius Berg, Nils M. Larson, James McNamara, M. L. Borchgrevink and Fred Olson.

New York, N. Y.—Willock Manufacturing Company has been incorporated to manufacture stoves; capital, \$50,000. Directors—F. J. Willock, Richmond Hill; Hayden Talbot, New York, and John Nicklaus, Jr., Ridgewood Heights, L. I.

North Milwaukee, Wis.—The Avery Scale Company has been incorporated; capital stock, \$125,000. Incorporators—Louis G. Bohmrich, George L. Williams, John Campbell.

St. Louis, Mo.—Ornamental Wire & Iron Company has been incorporated. Incorporators: Fridolin Geiger, Henry P. Wehrenbrecht, Adolph Lachmann; to do all kinds of iron and metal work.

Syracuse, N. Y.—A factory for the manufacture of a mechanical device for household use that is designed to purify water in aerated form is soon to be built in Franklin Street by the Syracuse Pure Water Still Company. This company has been incorporated with a capital of \$100,000. The directors are William H. Allen and William S. Farmer of this city, Howard B. Craig of Solvay and John A. Wilson of Leroy.

Worcester, Mass.—The Tudor Manufacturing Company of Boston has taken the factory building at East Worcester, formerly occupied by the National Emery

Wheel Company, and will occupy it for manufacturing wrenches and other small tools. The Tudor Company is a new corporation, organized under Massachusetts laws with capital stock authorized of \$500,000. It has taken over the business of the Bay State Tool Company of Boston, which has been in existence several years, occupying a shop at South Boston, where considerable manufacturing for the market has been done during the past year. The officers are: President, C. C. Marvel; treasurer, E. B. Page; directors, these officers and H. G. Brooks and W. C. Farrell.

Changes and Improvements.

Athol, Mass.—Worcester architects have begun work on the plans for the addition to be built this Spring by the Union Twist Drill Company of this place. The building will be of brick, three stories high, 125 feet long, and 60 feet wide, and will be used as a cutters' department. The company has just completed a one-story brick building, which has a floor space of 6582 feet. This is used for storing steel, cutting steel, a blacksmith shop and other purposes.

Chicago, Ill.—The Chicago Pneumatic Tool Company has arranged to open a factory in Chicago for the manufacture of rock drills. A five-story building in Plymouth place, south of Van Buren Street, has been leased.

Goshen, Ind.—The large addition to the Goshen Novelty & Brush Company's plant in the southwest part of the city is about completed and the capacity of the plant will soon be doubled.

Lynn, Mass.—The General Electric Company has plans ready for erecting at the River Works plant on the banks of the Saugus River, a foundry building, 510 by 80 feet, three stories, with two towers, each 40 feet square. It will be the largest foundry building known. The frame work will be of steel with walls of brick and concrete. A second building will be 120 by 220, one story, and a third will be an addition to what is known as Factory 64.

Manchester, Va.—The Cameron & Anderson Stove Company, which has about completed its big building and office for the manufacture of steel ranges and just gotten its machinery installed, has let a contract to build another big building and an addition to the office.

Mexico City, Mex.—All of the nail factories in Mexico, with the exception of the one at Monterey, have merged their interests, with the view of controlling the nail trade of this country. The merger includes the nail factories in this city, San Luis Potosi and Guadalajara.

Minneapolis, Minn.—Butler Bros., the Chicago manufacturing Hardware concern, have practically decided to establish a large distributing plant for the Northwest in Minneapolis.

Montour Falls, N. Y.—The Pneumatic Tool Company have acquired the Margaret Fitzpatrick property north of their main building. For many years this company has tried to obtain the property so they could enlarge their shop room.

New Britain, Conn.—The plans have been completed by the company's architect for the large factory building to be erected by the Corbin Screw Corporation. It will

be located at Lafayette and Grove Streets and will be 45 by 600 feet, seven stories high.

Pittsburgh, Pa.—Under the name of the Wallace Manufacturing Company, No. 112 Wood Street, Pittsburgh, the local company, the Victor Lighting Company, of Cleveland, Ohio; National Heating & Lighting Company, of Cleveland, and the Allright Manufacturing Company, of Olmsted Falls, Ohio, have been consolidated, and will abandon all of the plants except the one at Olmsted Falls, which is to be greatly enlarged. The merger has been effected, the company securing a charter under the laws of Ohio. It is capitalized at \$100,000. The company will manufacture ranges, stoves, radiators and acetylene goods.

St. Paul, Minn.—The Manteuffel Refrigerator Company have filed an amendment to their articles of incorporation, increasing their capital stock to \$50,000. The capital stock was formerly \$25,000.

Toledo, Ohio.—The Toledo Stove & Range Company have awarded a contract to Jacob Jacobson for the erection of a 70 foot addition to their plant. The new building will be two stories in height, of brick and steel and is to be utilized as a wareroom. It is said that work will begin on the addition immediately.

Vancouver, B. C.—The A. M. Forbes Hardware Company of Seymour Street, will build a new factory for its accommodation on the south side of False Creek. The Seymour Street property has already been sold and the company has purchased six lots on Front Street, east of Bridge, on which it will build at once.

Westfield, Mass.—An important change in the whip business of Westfield has been consummated, whereby the Searle Whip Company, which has been operated for the past year by the New England Whip Company, has been transferred to the Sterling Whip Company. The business will hereafter be managed by Frank O. Hudson of the Sterling Company.

Winsted, Conn.—The Empire Knife Company, manufacturers of pocket cutlery, have increased their capital stock from \$40,000 to \$80,000. The proceeds of the sale of the new shares will be devoted to the expansion of the company's business.

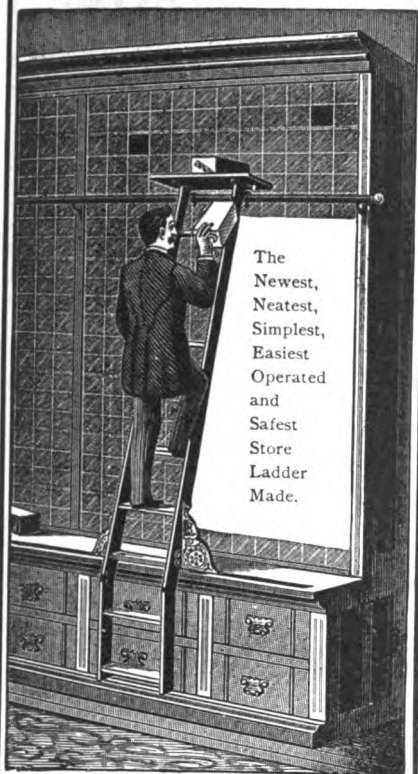
Miscellaneous.

Milwaukee, Wis.—At the annual meeting of the Fuller-Warren Company the following directors were re-elected: H. A. Viets, G. L. Graves, John E. Hansen, E. J. Lindsay, A. N. McGoch, William Woods Plankinton, Walter P. Warren and Walter Thompson. Officers will be elected later.

Reading, Pa.—The annual meeting of the Consolidated Hardware Company, of this city, was held at the office of the company, 417 Market Street, Camden, N. J. These directors were elected: Albert A. Gery, John E. Harbster, William M. Griscom, Richmond L. Jones, John G. Mohn, Isaac G. Treat, Matthew Harbster and George H. B. Martin. The Consolidated Company controls the capital stock of the Reading Hardware Works, Keystone Hardware Works and the National Iron and Brass Works.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.

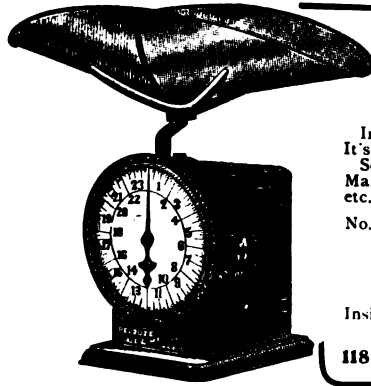


The
Newest,
Neatest,
Simplest,
Easiest
Operated
and
Safest
Store
Ladder
Made.

Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.



Pelouze Family Scales

With New Extra Large Finish Dial

Capacity 24 pounds by ounces.

In price as low as, but superior to other makes in many ways.
It's the best and most finely finished scale on the market.

Send for complete Catalogue G; 40 styles: Counter, Family,
Market, Candy and Postal Scales, Ice Scales, Spring Balances,
etc.

No. B90 Silver dial, brass scoop.

No. T90 Silver dial, tin scoop

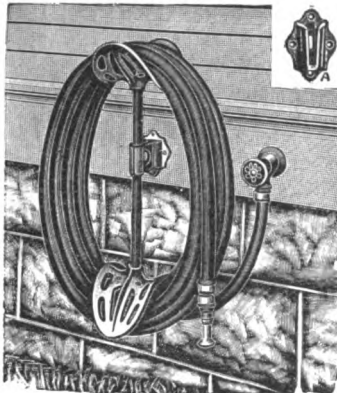
No. E90 Silver dial, steel platform.

No. 92½ Brass dial, tile platform.

Order through your jobber.

Insist on Pelouze Scales with extra large Silver Finish Dial.

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.



THE "DETACHABLE" HOSE RACK

Patent Applied for.

Furnished with two brackets (A) one of which is to be fastened on the wall about 12 inches from the faucet; the other bracket to be fastened in the shed, barn, cellar or wherever it is desired to store the hose when not in use.

The Rack lifts off from the brackets and is carried with the hose. Made from the best malleable and wrought iron. Galvanized.

An excellent rack for the dealer to display hose on. Sells itself and the hose too.

Manufactured by **THE SPECIALTY MFG. CO.,**
St. Anthony Park, Minn.

Clark's NEW ANTI-FRICTION CASTERS

With Rubber Wheels are perfectly noiseless.

Best for mills, warehouses, hotels, hospitals, banks and the home, as they do not wear out the floor.

Easily replaced.

Easily sold because they are the best on the market.

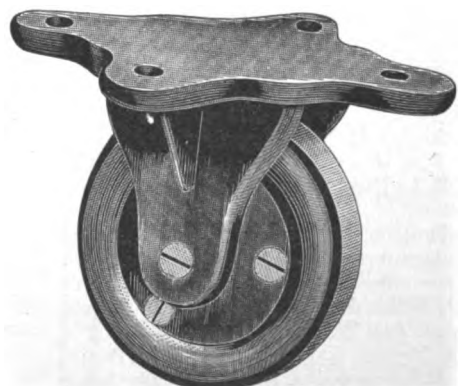
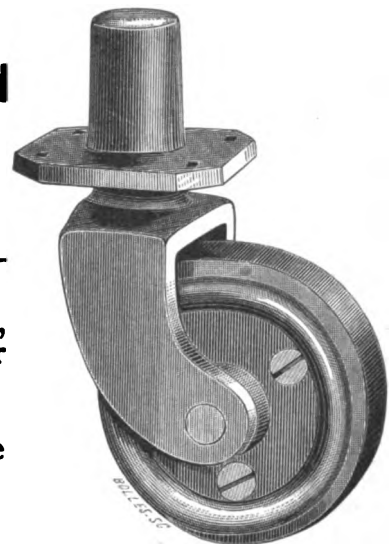
Try a sample order.



To appreciate our line of Hand Platform and Special Trucks, send for our latest catalogue. The completeness of our line and our reasonable prices will surprise you.

The GEO. P. CLARK CO.

Windsor Locks, Conn.



319482

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Bay City, Mich.—Graves Brothers; new store.

Brookline, Mass.—The Harding Knitting Co. has been incorporated with a capital of \$9,000, to handle sporting goods. Hawley Harding, W. T. Stall and C. H. Dean are the incorporators.

Cambridge, N. Y.—Arthur Day has bought a half interest in the bicycle business of H. G. Barton, and the firm of Barton & Day have bought out the bicycle business of W. J. Shiland.

Camden, N. J.—White Motor Co., No. 305 Market street, has been incorporated to manufacture automobiles, motor boats, cycles and vehicles, etc.; capital, \$150,000. Incorporators, James W. White, Philadelphia; Charles F. Woodhull and Charles S. King, Camden, N. J.

Canton, Ohio—The Canton Tent and Awning Co. has been incorporated with a capital stock of \$25,000, the officers and directors being L. Halter, Ed. Halter, C. E. Yohe, E. M. Dunlap and J. E. Berry.

Chicago, Ill.—The Meriden (Ct.) Firearms Co., an underlying corporation of Sears, Roebuck & Co., has had plans prepared for an additional factory. It will be a gun barrel and tempering department. The concern will this summer erect a new power plant, in which two 500-horse power boilers will be installed and connected with a new electrical equipment.

Collinsville, Tex.—T. B. Newman has purchased the business of E. N. Wright. His stock consists of Hardware, sporting and athletic goods.

Goshen, Ind.—Fred E. Watterson is now in full control of the bicycle business formerly conducted by Watterson & Monn, at 228 South Main street.

Gray, Me.—F. D. Sawyer is extending his sporting goods business and will sell at wholesale and retail in the future. The business will be under the firm name of Sawyer & Co. and the firm will handle a general line of sporting goods, phonographs and typewriters.

Gregory, S. D.—The harness and sporting goods business of Gaughen & McKee, has been acquired by H. E. McKee.

Hudson, N. Y.—The Abercrombie & Fitch Co. have taken new and greatly enlarged quarters at 57 Reade street. The enormous growth of the business has necessitated an entire building of seven floors.

Jersey City, N. J.—The Prime Smokeless Gunpowder Co. has been incorporated with \$1,000,000 capital stock. E. S. Emson, E. L. Nicol and F. C. Wolbert are the directors.

Kalamazoo, Mich.—The Miller-Ham Co., manufacturers of fishermen's specialties, are now operating under the firm name of C. D. Miller & Co., though still at the old address, 613 W. Kalamazoo street.

La Harpe, Kans.—Hampton & Benjamin have opened a sporting goods house and general repair shop on South Main street, Gas City, Kansas.

Lowell, Mass.—The Peerless Skate Co., of 208 French street, has been organized to manufacture a new skate. The officers are: E. G. Butterfield, president; J. A. Phillips, secretary; W. N. Osgood, treasurer.

North Adams, Mass.—The Berkshire Cycle & Automobile Co., has been incorporated under the laws of that State with \$5,000 capital. W. G. Parker is the treasurer of the concern.

Norwalk, Conn.—The Federal Cartridge Co. has been incorporated with a capital of \$2,000,000. Among the directors are F. J. Kingsbury, Jr., of New Haven, Judge R. J. Walsh of Greenwich, Conn., and L. E. Warren of New York.

Oswego, N. Y.—The Willys Co. has been incorporated to manufacture bicycles, sporting and athletic goods; capital, \$6,000; incorporators, John H. Willys, John T. Skihan and C. S. Lattin.

Pine Bluff, Ark.—R. A. Bird has purchased a half interest in C. G. Schenk's bicycle house of that place. The business has grown rapidly and several important additions will be made to the plant. A turntable, air compressor, lathe, motor and other apparatus will be added, and automobiles, automobile supplies and bicycles will be kept in stock. The building now occupied will be enlarged so that it will be 30 by 120 feet, giving ample room for the increased business.

San Francisco, Cal.—The American Racycle, Novelty & Mfg. Co. of the Pacific Coast, has been incorporated with \$30,000 capital. H. O. Coughlan, J. R. Turner and D. S. Mantz are named as the incorporators.

Seattle, Wash.—The Seattle Sporting Goods Co. has been organized with a capital of \$50,000, by F. S. Clewly, S. G. Hamilton and Ira Bronson.

South Portsmouth, Ohio.—The Lloyd-Adams Company's pistol factory has resumed operations. Prospects are bright for a prosperous season.

Spokane, Wash.—Ware Brothers Co. has been incorporated with a capital of \$40,000 to deal in Hardware and sporting goods. The incorporators are Thomas B. and Alexander C. Ware.

St. Louis, Mo.—The Simmons Hardware Co., who job bicycles on a considerable scale, are making ready to establish a branch house in Oklahoma City. Contracts for a three-story fire-proof structure already have been let.

Strawn, Kans.—Arthur J. Baxter has opened a store, where he will deal in Hardware, sporting and athletic goods.

Toledo, Ohio.—Frank Mutz and L. A. Miller have dissolved partnership. Mr. Mutz continues.

Topeka, Kans.—M. W. Long has bought out the bicycle business of W. L. Taylor on East Seventh street.

Winnipeg, Canada.—The Miller-Morse Hardware Co. have recently inaugurated, in connection with their well-established business, a sporting goods department, which is in charge of Mr. H. W. Alger and a corps of capable assistants.

Miscellaneous.

Baltimore, Md.—The following officers have been elected by the Clifton Wheel-

men: President, George M. Armor; vice-president, John M. Sessions; secretary, H. W. Cave; treasurer, Edward J. Meehan; house committee, J. E. Kinnamon, W. R. Turner and Harry McLanahan; board of governors, George Claridge, Walter Jones and John M. Sessions; entertainment committee, George Schaeffer, J. E. Kinnamon and William J. McBride.

Coxsackie, N. Y.—The following officers have been elected by the Coxsackie Cycling Club: President, Francis Worden; vice-president, Newton H. Calkins; secretary, E. F. Tiel; treasurer, Dr. Wm. I. Saxe.

Newburgh, N. Y.—At the annual meeting of the Newburgh Wheelmen, the following officers were chosen: President, William J. Wygant; vice-president, Chas. O. Odell; secretary, Frank W. Tompkins; treasurer, John E. Drew; directors—R. N. Whelan, L. P. Brown, A. H. Crawford, R. J. Snyder, W. J. Leghorn, D. M. Sterling, W. C. Peck, W. J. Kohl and G. E. Halliday.

Fires.

Bridgton, Me.—Wm. Crosby. Loss \$300; insured.

Leland, Mich.—E. E. Chandler's boat factory has been destroyed by fire. The loss of \$5,000 was partly covered by insurance.

Logansport, Ind.—Barnhart bicycle store, fire; \$1,000 damage; insurance not stated.

Medina, N. Y.—Warner's Bicycle store. Loss \$800.

Miller's Station, Ind.—Two explosions destroyed two buildings of the Aetna Powder Works. No one was hurt.

Pittston, Pa.—Fred Schussler, store destroyed by fire; loss, \$800; insurance, \$300.

Three Rivers, Mich.—Fire completely destroyed the bicycle store of W. H. Bressley, entailing a loss of \$700.

Woburn, Mass.—William H. Luck; shop destroyed by fire; damage \$2,000.

Burglaries.

Grand Rapids, Mich.—W. B. Jarvis Co., 28 Canal street; revolvers and cutlery to the extent of \$1,500.

La Porte, Ind.—Burglars entered C. F. Sonnenberg's sporting goods store some days ago, and stole revolvers and knives valued at \$800.

HARDWARE DEALERS' RECORD

(Continued.)

Republic, Kan.—Davis & McMichael have succeeded to the Hardware business of C. McMichael and W. L. Davis.

Seymour, Iowa.—The Seymour Hardware Company has sold out its business.

Shamokin, Pa.—The Hack-Sanner Hardware Company have purchased the property at Independence and Cleaver Streets, and announce their intention of erecting a modern four-story business structure on the site.

South Bend, Ind.—J. W. and A. N. Shidler, comprising the wholesale and retail firm of Shidler Bros., at 131 and 133 South Michigan Street, have decided to go out of business as soon as they can dispose of their large establishment to suitable advantage.

Columbiana, Ohio.—The Salem Hardware Company has decided to discontinue the branch store at Columbiana.



The "FOLLETT"
NUMBERING MACHINE
PRICE \$5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



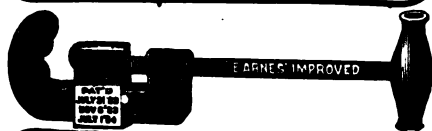
THE SCHWERTLE STAMP CO.,
TENDERS-BURNING BRANDS
STEEL STAMPS & DIES
SEALS-MACH. PLATES-CHECKS
BRIDGEPORT, CONN.

Barrett Glass Cutters
Best in quality. Unsurpassed as sellers.
Get prices from

W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS

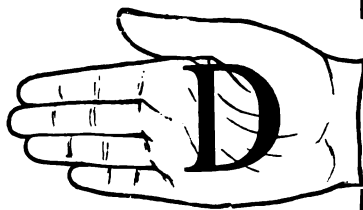
get around the question of profits
in pipe cutters.



The reputation they sustain for excellence
makes them quick sellers.

Write us for catalog and prices.

BARNES TOOL COMPANY
New Haven, Conn.



LOOK TO OUR TRADE MARK ON THE PERFECT NAIL SET

It protects you against imperfection. The "Perfect"



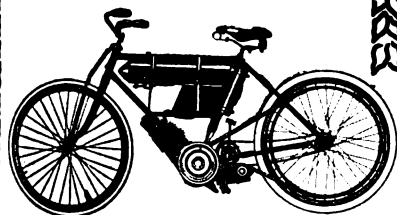
Will stand
more wear
and tear
than any
other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.

N. Y. Representative, JOS. F. McCOY CO., 157 Chambers St., N. Y.

THOMAS AUTO-BI
MODEL No. 44.



PRICE, \$145.00

MR. HARDWARE MAN we make the simplest practical motor cycle ever constructed, its many up-to-date features appeal to any man with a grain of common sense. We have been building good motorcycles for six years. Our 1906 is the result of long experience. **ITS EASY TO SELL.**

Thomas Auto-Bi Co.

1400 Niagara St., - Buffalo, N. Y.



TENTS

Send for our catalogue of tents before placing your order. Camping outfits a specialty.

Write to-day for catalogue.

**FOND DU LAC
AWNING & TENT CO.**

Fond du Lac, Wis.

WANTED

One good Hardware Dealer or General Merchant in every town and village to take agency for our

Cattle Stanchion

Or a Traveling Man in each State to sell as a side line to retail stores.

We'll furnish sample free of charge and ship on orders.

**Agents need not
carry stock**

Good profitable line. Write for sample and agency to-day.

A. H. WARNER & CO.
BRISTOL, CONN.



Salesman Wanted

HARDWARE salesman wanted to buy an interest in our North Carolina Mica Mines and sell products of same to the trade as side line. Mines produce best electrical and stove mica in all desirable sizes. Write for particulars to North Carolina Mica & Monazite Company, Lawndale, N. C. R. F. D. No. 2.


Hardwaremen's Exchange

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

Position Wanted.

SITUATION wanted by first class locksmith, saw filer and general repairer, capable of assisting in a Hardware store.—Address R. S. W. Care **HARDWARE**.

F. E. MYERS & BRO., Ashland, O.

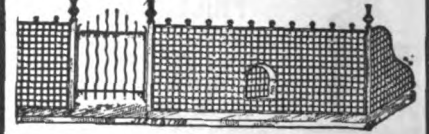


STORE LADDERS

NOISELESS. CUSHION TIRE.
Best and Most Complete in the Market. Write for Descriptive Circular and Prices.

MFRS.
Pumps, Hay Tools, Barn Door Hangers, &c. Largest and Best Line in the World

J. E. BOLLES IRON AND WIRE WORKS DETROIT, MICH., U. S. A.



Bank and Office. Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and **SEND FOR CATALOGUE 20H**

Columbia Can Opener

It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.



DON'T TAKE TAINTED MONEY.

"Substitution" profits are neither clean nor profitable. You betray yourself and your customer when you sell "something just as good" as

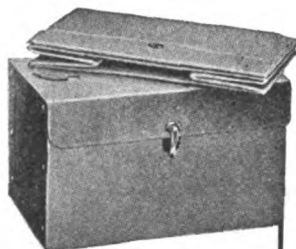
3 in One

There honestly isn't any other oil even equal to "3 in One" for lubricating, cleaning, polishing and preventing rust. Every customer is bound to learn this—and go where he can get "3 in One" without quibble or query. "3 in One" profits are 50% and 100%. We will advertise for you. Write us to-day.

G. W. COLE COMPANY, 145 Broadway, New York City.



The
"IDEAL"
Folding
Lunch Box



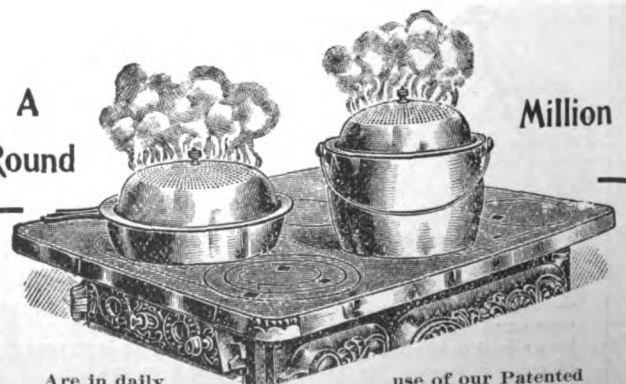
Insect--Dust--Water Proof
Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.
2 sizes: 8x5x4 3/4 and 7 1/2 x 4 1/4 x 4 1/2

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,
Rochester, N. Y.

**A
Round**



Million

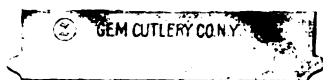
Are in daily use of our Patented
FRYING PAN LID
giving entire satisfaction. Fits any ordinary frying pan. Makes all fried foods more palatable. Saves blacking stoves. Retails for 10 cents.

KITCHEN SPECIALTY MFG. CO.
Elm and Reed Sts., Reading, Pa.

THE ZINN



The Zinn Automatic Razor is unique. It is "The Razor with the always Keen Blades"---twenty-four of them---so thin that 200 of them are only an inch thick! Hard enough to cut glass---sharp enough for the toughest whiskers---uninjuriously to the tenderest skin.



Its phenomenal success is due chiefly to the Zinn Blade
Show a customer a Zinn Blade---

He will buy a Zinn Razor.

✓✓✓
No Honing!
No Stropping!
No Dissatis-
faction!
 ✓✓✓



✓✓✓
Two Parts
Only---
Holder and
Blade.
 ✓✓✓

ZINN PROFIT SHARING

We don't want all the profits. We want every Dealer to share with us and enjoy our protection against cut prices. Send at once for Rock Bottom Prices and Agents' agreement. 9 9 9 9

"Then---display Zinn---talk Zinn---and the Zinn will talk for you.
One pleased customer begets another.

Gem
Cutlery
Co.,

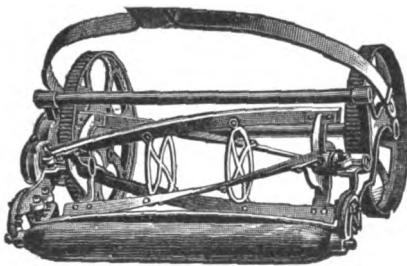
34 Reade St.
New York



The **4** Big Lawn Mowers

Our Style A Is the Only ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.

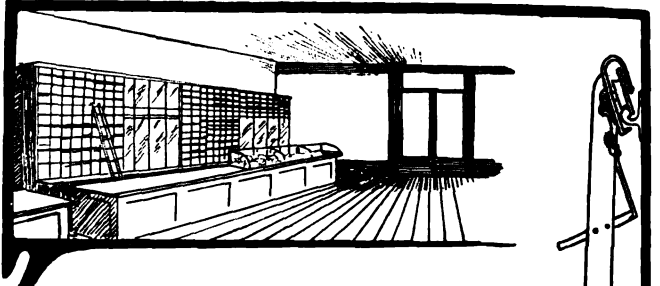


STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.



DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

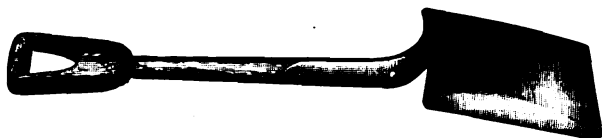
Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.

400 N. 8th St.

ST. LOUIS, MO.



The Secret of Strength

lies in the TUBE SOCKET, and the wear of work falls only on the extra back plate. Hence the Double Strength and Durability of our

Patented Smooth-Back Shovels

The short Fulcrum gives 40% more power. Ask for rule "HOW TO FIGURE POWER" and be convinced Free: New Catalogue.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO.

Mfrs. "Never-Break" Wares

Look

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. Always Mention "HARDWARE" for having "put you wise."

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

for sale through Hardware Dealers.

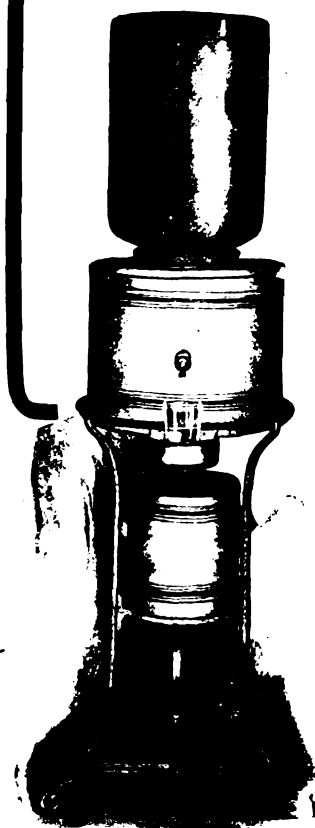
Merit and price have made their demand enormous.

Send for circular and prices to-day.

Rose Mfg. Co.

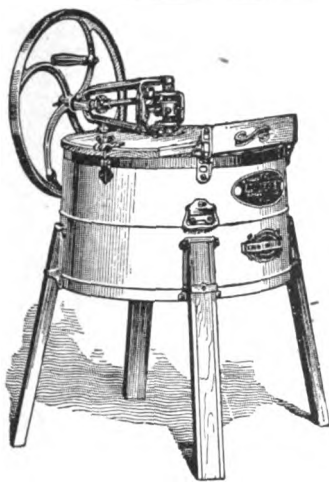
505-13 W. 50th St.,

NEW YORK



Two of the World's Winners

The MAJESTIC WASHING MACHINE



We Manufactured and Sold 41,420 MAJESTICS in 1905 beside many other makes.

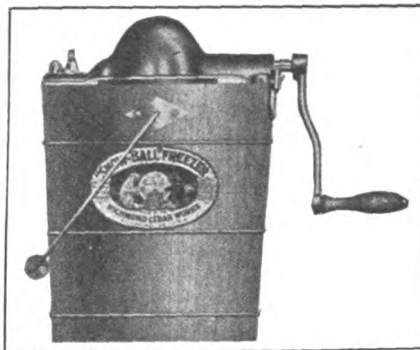
Does that tell the story?

We will verify these figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub

of the Majestic is made of selected Virginia White Cedar, and will stand the action of water a life time. It is bound with our celebrated Electric-Welded Wire Hoops, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL



FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the Snow Ball Freezer. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of Virginia White Cedar, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are JOBBER or DEALER write us to-day for particulars and prices which will surprise you.

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.



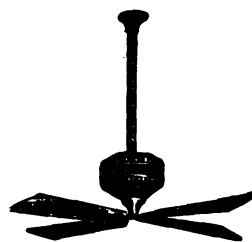
FANS

WATER FANS FOR DESK AND WALL ONLY
ELECTRIC FANS FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.

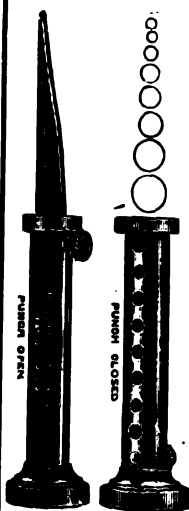
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO

D. L. BATES & BROTHER, Dayton, O.



We've "Got the Punch"



It's The ROGERS BELT PUNCH

Can be carried in the vest pocket.

ALWAYS READY

Punches any size hole from one-sixteenth to three-eighths of an inch—does it quickly and nicely.

Ask your Jobber for Special Price or write us. A postal card will bring it. The BIGGEST SELLER on the market. Big profit. Address

THE SATTLEY STACKER COMPANY
1324 State Life Bldg.
INDIANAPOLIS, IND.

The Superior Door Holder

holds the door open without injury to floors or carpets.

Operated by foot pressure. Adjusts itself to any unevenness of the floor.

Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.

Superior
Spring
Hinge Co.,

15 So. Canal St.,
Chicago, Ill.



Get Acquainted
with
The Klip-Klip
Family
of Rochester.



Klip-Klip Premo
A small, neat, highly finished nail clipper.

Klip-Klip cleans, trims, files the nails. Made of solid German Silver.

Klip-Klip Junior made of steel, nickel-plated, strong, neat, compact.

Klip-Klip Duo has a separate cutter for cigars.

Klip-Klip Key Ring with cigar-cutting attachment.

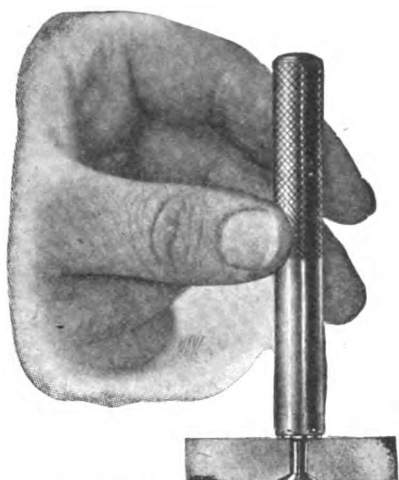
Klip-Klip Corn Shaver.

All Quick Sellers.
Ask your jobber or write us

KLIP-KLIP CO.,
572 Clinton Ave.,
ROCHESTER, N. Y.



The Simplex Riveter



Price with 12 boxes of Rivets **\$1.50 per doz.**

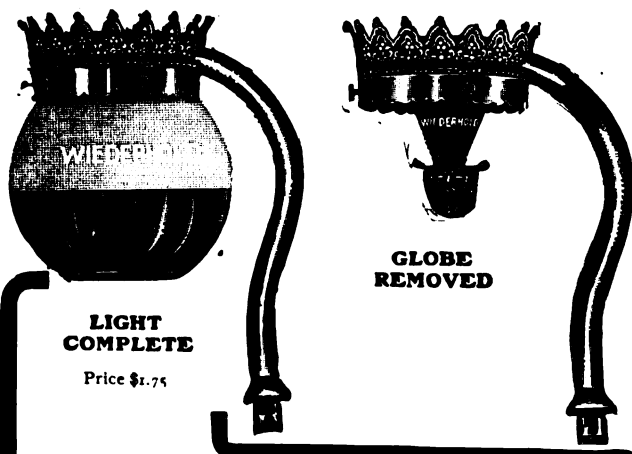
This is the simplest possible form of tool for setting tubular and split rivets and is also the easiest and simplest to use; all that is necessary being a wagon tire or other convenient hard surface to rest the head of the rivet against and a hammer or wrench to drive with. The illustration explains the method of using.

This is new and sells like hot-cakes at 25 cts., with a box of 50 rivets included.

For sale by leading jobbers, or we will send one dozen prepaid with 12 boxes of rivets on receipt of the price.

F. H. SMITH MFG. CO.
48-50 St. Johns Court, Chicago, Ill.

The Wiederhold Inverted Light



LIGHT COMPLETE

Price \$1.75

The Best--Because

It never flashes back, blackens mantels nor smokes. Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

The WIEDERHOLD LIGHT CO.
96 Warren St., New York

A
POSITIVE,
FORCEFUL
SELLING AGENT
IS THE
QUALITY
OF THE



DISSTON SAWS

THEY
DEVELOP
TRADE.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

A Readable Light

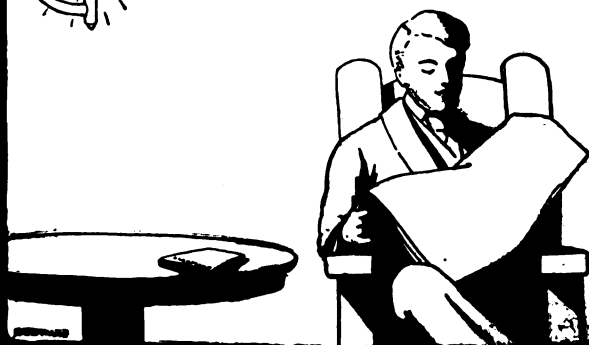
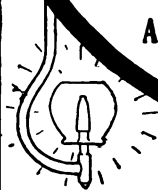
for home use must combine great power and whiteness with an absence of glare and irritation.

The American Automatic Lighting System

fulfills this requirement. It floods the room with a restful light that brings out every detail of print or sewing. It is safe, reliable, simple and economical. Regulates itself automatically.

Hardware Dealers throughout the country are making handsome profits selling these machines to their customers. You will be interested in our prospectus—and an estimate for lighting your store. Write for it.

AMERICAN GAS MACHINE CO.,
ALBERT LEA, MINN.



E. C. SIMMONS

KEEN

KUTTER

ST. LOUIS, U. S. A.

TOOLS AND

CUTLERY

There is nothing in doing a large business if a good sized NET PROFIT at the end of the year does not result.

Those who sell a complete line of Keen Kutter Goods are making big NET PROFITS because our enormous Advertising operations which reach FORTY MILLION people make Keen Kutter Tools and Cutlery

GOOD SELLERS

and every tool is an advertisement in itself for the entire line.

We have made into Keen Kutter "Salesmen" the best and strongest publications in this country which are telling the consumer about Keen Kutter Goods as persistently as the Ocean waves. If you carry a complete line of Keen Kutter Goods these silent salesmen also belong to you.

Keep your eye on your NET PROFITS at the end of the year

--DEALERS--

\$20.28 PROFIT IN ASSORTMENT X

ASSORTMENT X.

5 gal. Ad-el-ite Floor Paint, assorted.
5 gal. Ad-el-ite Varnish Stains, assorted.
5 gal. Ad-el-ite Floor Finishes, assorted.
5 gal. Waxelite, assorted.
10 lb. Oriental Floor and Crack Filler, assorted.
10 lb. Plymouth Rock Floor Wax, assorted.
Complete line of signs, circulars and color cards.

You pay \$33.82 for above assortment.
You sell it for \$54.10. That's \$20.28
profit for you. ♡ ♡ ♡ ♡ ♡ ♡

HOW ABOUT THESE GOODS?

They are all high grade, strictly first class
goods in every respect and are well known
all over the United States through our
general advertising. ♡ ♡ ♡ ♡

THEY ARE GOODS YOU CAN RECOMMEND.

WRITE TODAY FOR ASSORTMENT X.

Catalogue and prices on our complete line sent on request. Station 3

ADAMS & ELTING CO.,
CHICAGO **The Ad-el-ite People**



It's A Good Sign
"when on the fence" regarding
Axle Grease, to get off to investi-
gate the merits of

Snow Flake Axle Grease

¶ A postal will "put you next"
to our proposition.

¶ A sample order sent now will
do more than that: It will prove
to you beyond the shadow of a
doubt that "Snow Flake" sells
quickest because it lasts longest.

Write, wire or telephone.

**SNOW FLAKE
AXLE GREASE CO.,**
Fitchburg, Mass.

No. 602 "Napanoch"

Pocket Knife Tool Kit.

Most Useful, Warranted. Made in America.



With more of
less frequency
almost every
one has use for
a Knife, Hammer,
File, Saw,
Chisel or Screw
Driver, and this
outfit is practical,
yet so small,
being contained
in a Leather
Pocket Book $4\frac{1}{4}$
 $\times 3\frac{1}{4}$ inches, that
the owner, by
carrying it in his
pocket, always
has it at hand for
immediate use,
whether Camp-
ing, Boating,
Tramping, Driv-
ing, in the
Shop, Factory,
Office, Store,
Warehouse, Au-
tomobile, on
the Farm, Bicy-

cle, or around the Home.

Any Tool firmly attached or detached to the
Pocket Knife in a second.

Use it five days and if not satisfactory re-
turn it and I will refund your money.

Mr. Dealer, send me a card for illustrated
circular and trade prices.

U. J. ULERY

90 Warren St. New York, N. Y.

WE CAN PLEASE YOU

Twice

The name and
fame of

Rostand Fire Place Fixtures

make them the
most profitable sel-
lers.

**Catalog H Tells
Don't Delay.**

**Rostand
Mfg. Co.,**



Over

We reproduce
old designs.
Our

Brass and Copper Can- dlesticks

please and beget
customers.

**a Convincing Tale.
Send for It To-day.**

**Milford.
Conn.**

**When you write to these advertisers say
"Saw your ad. in HARDWARE."**

HAUTHAWAY'S SPECIALTIES

**"THE SUN NEVER SETS"
ON
Hauthaway's "Star" Harness Dressing
AND
Harness Oil Blacking**

For over 50 years our goods have been sold in every civilized country and have never failed to give perfect satisfaction to every user.



**HAUTHAWAY'S "STAR" HARNESS
DRESSING**

gives a beautiful polish, will not crack or smut, and will make any new or old harness look fresh, clean and handsome.

Hauthaway's "Star" Harness Oil Blacking both oils and blackens—imparts new life and looks into any harness.

Try a sample order of each. It will convince you of its merits quicker than a barrel of talk.



HAUTHAWAY'S AXLE OIL.

You could not handle a better Axle Grease. Makes axles slippery as an eel. Does away with "hot boxes." The Hauthaway body does it—not a greasy body, but a full frictionless body that resists wear.

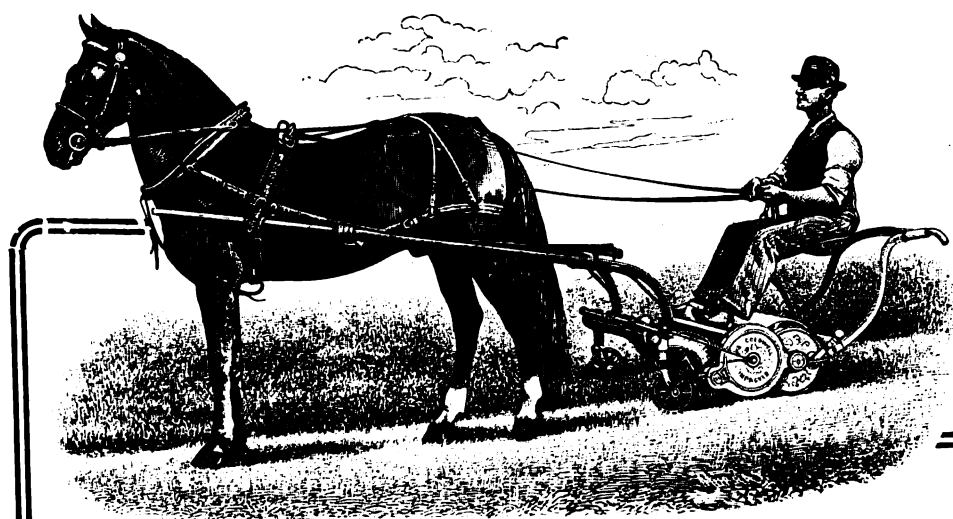


Handle Hauthaway's "Star" Brand Specialties.

"Star" quality makes them sell—"Star" quality leads to good profit.

Send for Catalogue and Price List.

C. L. Hauthaway & Sons,
346 CONGRESS STREET,
BOSTON, MASS.



Coldwell's Improved Horse Mower.

Coldwell Lawn Mowers

Coldwell Horse Mowers

Are Used Exclusively on the Parks of GREATER NEW YORK, also on the Parks of Buffalo, Detroit and many other large cities, and by the UNITED STATES GOVERNMENT.

Send for Catalogue
of Coldwell Hand, Horse and Motor Power Mowers.

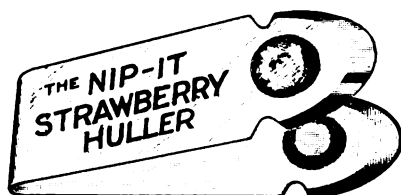
COLDWELL LAWN MOWER CO., . . . Newburgh, N. Y.



YOU CAN SWEAR by our HOT SELLERS for HOT WEATHER

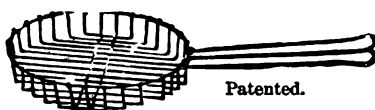
THE NIP-IT Strawberry Huller

does its work easier, quicker, and cleaner than the old way. No more stained fingers, nor crushed fruit. Takes out soft spots. You press the handle—it takes the hull. An excellent seller—like the rest of our line.



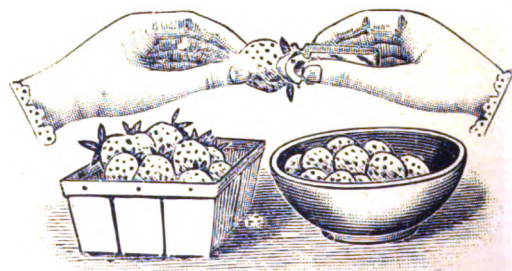
The Smokeless Broiler

Does away with the "Smoke Nuisance" in every kitchen, wherever used. The best selling article in wire. Try a sample order.



Patented.

Send to-day for "Tips" on "Swift Sellers."
Mention HARDWARE.



Yawman's Pineapple Eyer

Takes out the Eye without wasting the Fruit, and saves Time and Labor.

Nicely Nickeled Retails for 25c.



BRIDGEPORT WIRE GOODS CO., 82 West Broadway, New York.



BUY OF THE MAKER

READY FOR USE

We are **EXCLUSIVE MANUFACTURERS** of the

Auxiliary Ironing Board



HIS is a new and substantial Ironing Board for quickly and perfectly ironing sleeves, shirt waists, baby clothes and other small articles. The full length of sleeve may be ironed without wrinkling. The Board is made of hardwood, with nicely rounded edges, and tapering in shape. The iron parts are nickered white, and made strong, but light in weight. It may be quickly fastened to the table and swung up out of the way, if desired, for quick use of table for other purposes.



TURNED
BACK
OUT OF
THE
WAY

The Turn-Back Feature Is Its Greatest Convenience

Store Display Cards, in two Colors, Furnished with Every Shipment

Length of No. 1 Board, 25 inches; width, 5 and 2 inches. Packed 1 dozen in crate.
" " " 3 Board, 20 inches; width 5 and 2 1/4 inches and covered with a thick piece of felt.

The Best Selling 25-cent Article on the Market.

Samples and Prices on Request.

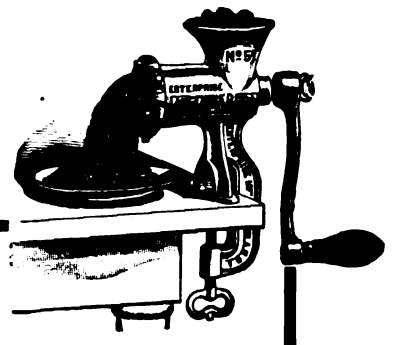
AUXILIARY IRONING BOARD CO.

84-86 Flint St., ROCHESTER, N. Y.

REPRESENTED BY

H. S. AYER **F. H. TAYLOR** **E. J. HALL CO.** **BRIDGEPORT WIRE GOODS CO.**
104 Reade St., New York 202 N. 2d St., Philadelphia 202 Battery St., San Francisco 85 West Broadway, New York.

Push = =



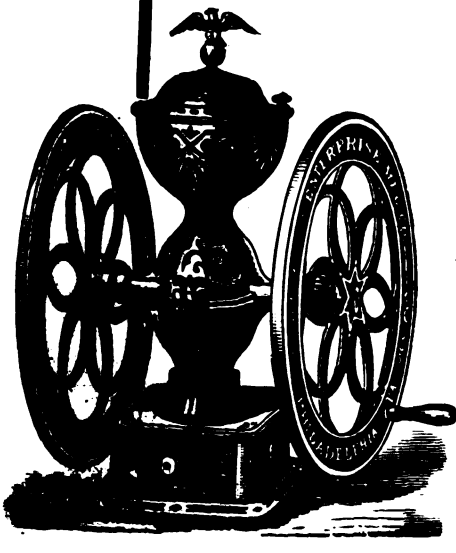
Our Advertising Department is giving valuable service free to dealers who are pushing **ENTERPRISE** goods. We not only advertise to the public generally all over the world, but we also otherwise help aggressive dealers especially, to increase sales of

ENTERPRISE

Meat Choppers, Food Choppers, Coffee Mills, Bone Mills, Meat Juice Extractors, etc.

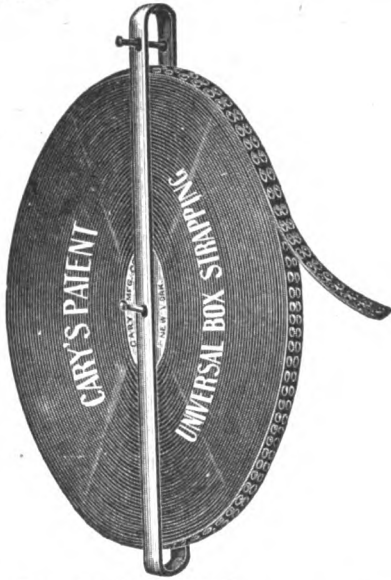
If you want to sell **MORE**, drop a line now to our Advertising Manager. Tell him what lines you want to push and ask for help. It costs you nothing. It benefits us both. Get in the "push" and keep pushing.

THE ENTERPRISE MFG. CO. OF PA.,
Philadelphia, U. S. A.



CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil. Straps made in four widths: $\frac{1}{2}$, $\frac{3}{8}$, $\frac{1}{4}$ and $\frac{1}{8}$ inch. Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

Razor AND 7 Blades \$1

WED. EVER READY
TUES. EVER READY
MON. EVER READY
SUN. EVER READY
THURS. EVER READY
FRI. EVER READY
SAT. EVER READY

A Blade for every day in the Week

We are running full blast now at the new "Ever-Ready" factory. It's a wonderfully large and wonderfully complete razor making. All that pressure of too much business in the old place has been overcome with the gigantic output of a half million blades weekly. That world-wide, sweeping, increased demand that is still coming, will be taken care of with precision, thoroughness and uniformity of product to the "happiness" of jobber, dealer, consumer and ourselves. Let the orders come. Prepare strongly. There's new impetus for increased sales forced by increased advertising.

Samples of the improved "Ever-Ready," improved boxing—the new idea in sets—if you'll write.

AMERICAN SAFETY RAZOR COMPANY

OFFICES AT
BROADWAY and DUANE STS.,
NEW YORK

"A Happy Combination"



Foot and Hand Power

This is the leading and selling point in

ELY'S DANDY HAY KNIFE

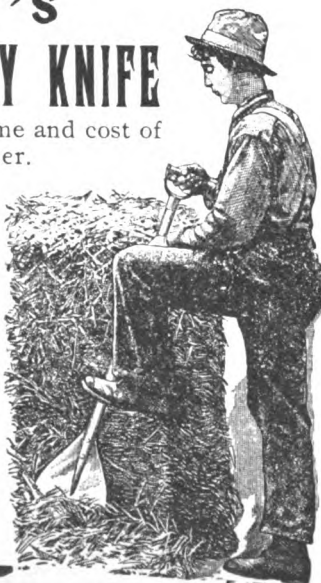
It halves the time and cost of labor for the farmer.

Pays for itself in less than a day.

Made of malleable iron and steel; steel knives, oil tempered.

Try a dozen—packed in a crate—and watch them sell.

**THEO. J. ELY
MFG. CO.
GIRARD, PA.**

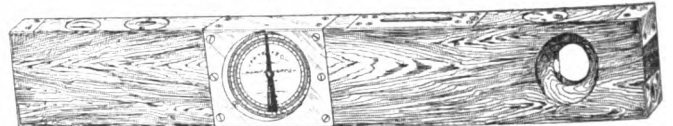


The AMERICAN COMBINED LEVEL AND GRADE FINDER SOMETHING ALTOGETHER NEW.



All progressive and up-to-date Mechanics, Machinists, Carpenters, Bricklayers, Masons, Plumbers, Millwrights, Road Supervisors, Track Foremen, Surveyors, Architects, Civil Engineers and others will find it **indispensable, most practicable, durable and convenient** for all forms of grading, laying out roads, landscape gardening, placing of pipes for drainage, getting fall of water, getting grade of hills for automobilists, cutting of rafters, laying off and leveling buildings, getting height of any object, etc.

Special Terms to Hardware Trade.



EDWARD HELB, Railroad, Pa., Manufacturer.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, $\frac{1}{2}$ gal. 48c
Linseed, City, boiled, in bbls. 45c
Out of Town, on spot, $\frac{1}{2}$ gal. 41c
Calcutta, raw, in barrels, $\frac{1}{2}$ gal. 65c
Lard, prime city, $\frac{1}{2}$ gal. 66c @ 67c
Lard extra, No. 1. 48c @ 49c
Lard, No. 1. 38c @ 40c

Paints and Colors

Barytes, Foreign floated, $\frac{1}{2}$ ton. \$17.50 @ 19.00
Barytes, American floated, $\frac{1}{2}$ ton. \$18.00 @ 19.00
White Lead, American, dry, in bbls., $\frac{1}{2}$ lb. 65c
White Lead, American, in oil, in lots of less than 500 lbs., $\frac{1}{2}$ lb. net. 75c
In lots of 500 lbs. and over, $\frac{1}{2}$ lb. 70c
White Lead Eng., in oil, $\frac{1}{2}$ lb. 85c @ 90c
Zinc, American dry, $\frac{1}{2}$ lb. 45c @ 50c

Putty, Commercial— $\frac{1}{2}$ 100 lb

n bladders. \$1.85 @ 1.85
n bbls. or tubes. 1.20 @ 1.40
n 1 lb. to 5 lb cans. 2.80 @ 2.90
In 15% to 80 lb cans. 1.45 @ 1.55

Spirits Turpentine

In regular bbls. 78c @ 78c
In machine bbls. 75c @ 77c

Dry Colors

Blue, Chinese. 20c @ 25c
Blue, Prussian. 20c @ 25c
Blue, Ultramarine. 50c @ 60c
Sienna, Italian, burnt & powdered. 80c @ 90c
Sienna, Italian, raw & powdered. 80c @ 90c
Umber, Turkey, burnt. 25c @ 30c
Umber, Turkey, raw. 25c @ 30c
Green, Chrome, ordinary. 12c @ 14c
Green, Paris, in kegs. 80c @ 90c
Indian, Red, American. 80c @ 90c
Indian, Red, English. 45c @ 50c

Colors in Oil

Black Ivory, best. 16c @ 20c
Blue, Chinese. 20c @ 25c
Blue, Prussian. 20c @ 25c
Blue, Ultramarine. 14c @ 16c
Sienna, burnt. 80c @ 90c
Sienna, raw. 11c @ 13c
Umber, burnt. 11c @ 13c
Umber, raw. 11c @ 13c

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAP-PERCUSSION-

| | | |
|--------------|-------|--------|
| Kley's E. B. | per M | \$2.50 |
| G. D. | per M | \$4.35 |
| F. L. | per M | \$4.35 |
| G. E. | per M | \$4.35 |
| Muske. | per M | \$2.50 |

PRIMERS-

| | |
|---|------------------|
| Berdan Primers \$2.00 per M. | 20.50 |
| B. L. Cape (Starburst Shells) \$2.00 per M. | 20.50 |
| All other Primers per M. | \$1.50 to \$1.60 |

CARTRIDGES-

| | |
|-----------------------------|--------|
| Blank Cartridges | |
| 22 C. F. | 10.50 |
| 22 C. F. | 10.50 |
| 22 C. F. | 10.50 |
| 22 cal., Rim. | 10.50 |
| 22 cal., Rim. | 10.50 |
| B. B. Caps. Con. Ball, wgd. | \$1.30 |
| B. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 25 |
| Target and Sporting Rifle. | 15.50 |
| Primed Shells and Bullets. | 15.50 |
| Rim Fire Sporting. | 60 |
| Rim Fire Military. | 15.50 |

SHELLS, EMPTY-

| | |
|--|-------|
| Blank Shells | |
| First quality, all gauges. | 60.50 |
| Climax, Club, Rival, 10 and 12 gge. | 66.50 |
| Paper Shells | |
| Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge. | 25.50 |
| Blue Rival, New Climax, Challenge, Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge. | 30 |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 25 |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 30 |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge. | 33.50 |

SHELLS, LOADED-

| | |
|---------------------------------|-------------|
| Black Powder | 40 |
| Smokeless Powder, medium grade. | 40.50 |
| Smokeless Powder, high grade. | 40.10 to 10 |

SHOT-

| | |
|------------------------------------|--------|
| Drop, up to B 25 lb bag. | \$1.70 |
| Drop, B and larger, per 25 lb bag. | 1.95 |
| Buck, 25 lb bag. | 1.95 |
| Chilled, 25 lb bag. | 1.95 |
| Dust Shot, 25 lb bag. | 2.25 |

GUN WADS - 1000-

| | |
|----------------------------|------------------|
| B. E. 11 up. | \$.60 |
| B. E. 9 and 10. | 70 |
| B. E. 8. | 80 |
| B. E. 7. | 80 |
| P. E. 11 up. | 1.00 - 1.50 |
| P. E. 9 and 10. | 1.25 |
| P. E. 8. | 1.50 |
| P. E. 7. | 1.50 |
| Ely's B. E. 11 and larger. | \$1.70 to \$1.75 |
| Ely's P. E. 11 to 20. | \$3.00 to \$3.25 |

Animal Poles

| | |
|---------------------|----------|
| Iowa Farming Tools. | per doz. |
| Hawkeye. | \$3.25 |
| Western. | 4.00 |

Anti-Rattlers

| | |
|---|-------------|
| Fernald, Quick Shift, per doz. pair, net. | \$2.00 |
| Burton's, per doz. pair, Nos. 2 and 5. | 50c |
| Per doz. pair, No. 1. | 75c |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | |
| Daisy, No. 4. | Net. \$4.50 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.40 |

Anvils

| | |
|----------------------------------|-------|
| American "Horse-Shoe" | 8.50 |
| Arm and Hammer | 8.50 |
| Eagle Anvil, 1 lb, net. | 7.50 |
| Peter Wright's. | 10.50 |
| Trenton. | 9.00 |
| Columbian, all steel, 1 lb, net. | 9c |

ANVIL AND VISE COMBINED-

| | |
|-----------------------------|----------------|
| Millers Falls (with drill). | \$18.00, 15.50 |
|-----------------------------|----------------|

Augers and Auger Bits

| | |
|------------------------------------|----------------|
| Boring Machine Snells. | 70c |
| Com. Auger Bits. | 75 to 78.50 |
| Forster Pat. Bits. | 25c |
| Ford Auger Bit Co. | |
| Auger Bits. | |
| Car Bits. | 40 to 40.50 |
| Machine Bits. | |
| C. E. Jennings & Co. | |
| Pdble Spur pattern car, No. 80. | 40.75 to 41.00 |
| Nobles Double Spur, No. 22. | 42.50 |
| No. 10, Extension Lip. | 25.50 |
| Car Bits, No. 10. | 25.50 |
| Car Bits, No. 10. | 40.27 to 41.00 |
| King Augers. | 65 to 67.50 |
| Jennings' Pattern. | 50.10 to 50.50 |
| Snell's Auger and Car Bits. | |
| Extra. | 50.10 to 51.00 |
| No. 1. | 50.10 to 51.00 |
| Russell Jennings' Augers and Bits. | 25.10 to 25.50 |

HOLLOW AUGERS-

| | |
|-------------------------|----------------|
| Ames. | 25.10 |
| Remmy's Adjustable. | 45.50 to 60.00 |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25.10 |
| Millers Falls, Goodell. | 15.47 to 15.50 |
| Universal, each \$4.50. | 25 |

EXPANSIVE BITS-

| | |
|------------------------------------|--------------|
| C. E. Jennings & Co., Steers' Pat. | 25.50 to 100 |
| Clark's small. | 50.10 |
| Clark's large. | 50.10 |
| Ives' Model, per doz. \$80. | 50 |

DOUBLE CUT GIMLET BITS-

| | |
|---------------------------|------------------|
| Common, net. | \$2.00 to \$3.25 |
| German Pattern, net. | \$4.00 to \$5.75 |
| Mayhew's Diamond per doz. | \$1.25 |
| C. E. Jennings & Co. | 45.50 |
| Ladd's. | 60.10 |
| Mayhew's. | 15 |
| Snell's Bell Hangers. | 60 |

TWIST DRILLS-

| | |
|---------------------------|--------------------|
| Bit Stock. | 60.10 to 60, 10.50 |
| Taper and Straight Shank. | 60.10 to 60, 10.50 |

SHIP AUGERS AND BITS-

| | |
|--------------------|-------|
| Ford Auger Bit Co. | 33.50 |
| L'Hommedieu's. | 40.10 |
| Snell's. | 40.10 |
| Watrous's. | 25.50 |

Awl and Auger Handles

| | |
|---------------------------------|------------------|
| See Handles | |
| Awls | |
| Handled Brad. | Per Gro. |
| Handled Scratch. | \$2.75 to \$4.00 |
| Patent Peg. | \$1.00 to \$1.40 |
| Sewing, Com. | 88c to \$1.00 |
| Shouldered Peg. | 65c to 70c |
| Shouldered Brad. | 63c to 66c |
| Socket Scratch per doz. | \$1.00 |
| Stanley Rule and Level Handled. | 45c |

Awl and Tool Sets

| | |
|---|-------|
| Alken's Awls and Tools: | |
| No. 10, per doz. \$7.50; No. 20, per doz. | \$10. |
| Brad Sets: | |
| No. 42, \$10.50; No. 45, \$12.50. | 70c |
| Fray's Adj. Tool Hds., Nos. 1, \$12; 2, \$18; | |
| 3, \$12; 4, \$9; 5, \$7. | 50c |
| Ice Awls. | 55c |
| Miller's Falls Adj. Tool Holders: | |
| No. 1, \$12; 2, \$12; 4, \$12; 5, \$18. | 15.50 |
| C. E. Jennings & Co's. Adj. Tool Hds. | 25.50 |
| Rollis Hdw. Co., Adj. Tool Holders, No. | |
| 1, \$18. | 30c |

Axes

| | |
|---------------------------|--------|
| Single Bit, base weights: | |
| First Quality. | \$5.00 |
| Second Quality. | \$4.50 |
| Double Bit, base weights: | |
| First Quality. | \$7.50 |
| Second Quality. | 6.75 |

| | |
|--------------------------|---------|
| Ice, Bradley's. | 80c |
| Bradley's wide bit, net. | \$10.50 |
| Long Island, net. | \$9.25 |

HATCHETS-

| | |
|--|----------|
| Hunt's, Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50c |
| Broad and Bbl. | 40.10 |
| Roy's Axes. | 50c |
| D Simmons & Co. | |
| Broad, Shingling and claw. | 50 to 55 |
| Lath, Hunters', etc. | |
| Picks and Mattocks. | 50c |
| Peck Edge Tool Co. | |
| Hatchets, shingling, etc. | 50c |
| Broad and Bbl. | 40.10 |
| Boy's Axes and Hatchets. | 50c |

Axle Grease

| | |
|---------------------------------|--------|
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (38 in case). | 15 ea. |
| 2 " " " " " " " " | 25 " |
| 10 " " " " " " " " | 1.25 " |
| 25 " " " " " " " " | 2.75 " |
| 50 " " " " " " " " | 5.00 " |
| 100 " " " " " " " " | 9.00 " |
| 200 " " " " " " " " | 18.00 |
| 750-400 lb. | 85 lb |

Snow Flake

| | |
|------------------------------------|---------|
| One-quart cans, per doz. | \$ 2.00 |
| Two-quart cans, per doz. | 3.20 |
| One-gallon cans, per doz. | 6.00 |
| Five-gallon cans, per doz. | 24.00 |
| Quarter bbls. (15 gals.), per gal. | 40 |
| One-half bbls. per gal. | 40 |
| Bbls., per gal. | 25 |

Balances, Spring

| | |
|------------------------------|-------------|
| Chatillon's: | |
| Light, class A. | 50c |
| Circular Balances, class C. | 50c |
| Ice Balances, class B. | 50c |
| Straight Balances, Class A1. | 50c |
| Class A2. | 50c |
| Class D. E. F. | 40c |
| Class G. | 30c |
| Balances, Sash: | |
| Caldwell's. | 50c |
| Fullman's. | 50.10 to 60 |

Beef Shavers

| | |
|-------------------------|-------|
| Enterprise: | |
| Japanned, each, \$8.00. | 25.50 |
| Tinned, each, \$10.50. | 25.50 |

Hand

| | |
|----------------------------|-------------|
| Hand Bell, polished brass. | 60 to 60.10 |
| Pure bell metal. | 60 |
| Silver chime. | 35 to 35.50 |
| White metal. | 50 |

Door

| | |
|-----------------|-------|
| Trip, Chen. | 50.10 |
| Gong, Abbe's. | 45c |
| Gong, Yankee. | 55c |
| New Department: | |
| Rotary. | 50.10 |
| Push. | 50c |

COW-

| | |
|---------------------------|--------------|
| Common wrought. | 75c to 75.10 |
| Kentucky. | 70 to 70.10 |
| Kentucky, Sargent's list. | 70c |
| Texas Star. | 50c |
| Western, Sargent's list. | 70 to 70.10 |

Bellows

| | |
|---------------|-------------|
| Blacksmith's. | 65.10 to 70 |
| Hand. | 25.10 |
| Moulders. | 25.10 |

Belting Rubber

| | |
|------------------------------------|-------|
| Roston Belting Co: | |
| "Boston". | 50c |
| "Imperial", seamless stitched. | 45c |
| Niagara. | 60c |
| New Jersey Car Spring & Rubber Co: | |
| Extra Para. | 40.10 |
| Reliable. | 50.10 |
| Staple. | 60.10 |

Bench Stops

| | |
|---|---------|
| Morrill's No. 1, \$10.00 per doz.; No. 2. | \$12.50 |
| Seymour Smith & Sons. | 25.10 |
| Miller's Falls. | 15.10 |
| Weston's. | 40 |

Binder Twine

| | |
|------------------|-----------|
| Standard. | Per Pound |
| Standard Manila. | 10c |
| Manila. | 11c |
| Pure Manila. | 12c |
| Pure Manila. | 13c |

Bit Holders.

| | |
|-----------------------------|----------|
| Angular. | 45c |
| Extension: | |
| Barber's, per doz. \$15.00. | 45 to 50 |
| Ives' per doz. \$20.00. | 60.10 |

Blind Adjusters

| | |
|-----------------------------|--------------|
| Columbian. | 35c |
| Domestic, per doz. \$3.00. | 35 to 45 |
| Excelcor, per doz. \$10.00. | 50.10 to 55 |
| North's. | 10c |
| Zimmerman's. | 50c to 50.10 |

Blind Fastenings and Tenons

| | |
|---------------------------|-------------|
| Security Gravity, per gr. | \$9.00 |
| Zimmerman's. | 50 to 50.10 |

Blocks, Tackle

| | |
|-----------------------------------|---------------|
| Eddy's. | 50.10 to 60.5 |
| Hartz'. | 40.10 to 50.5 |
| Iron Strapped, Japanned Sheaves. | 70.10 |
| Iron Strapped, Lig Vitae Sheaves. | 60c |
| Rope Strapped, Japanned Sheaves. | 65.10 |
| L. V. Sheaves. | 40c |
| Lanes: | |
| Junior, Self Sustaining. | 80c |
| Pat. Automatic. | 80c |
| Perfect Safety. | 80c |
| Stowell, Novelty Block. | 50.10 |

Bolts

| | |
|----------------------------------|----------------|
| DOOR AND SHUTTER- | |
| Cast Iron Barrel, Square, &c. | 60.10 |
| Cast Iron Chain. | 60.10 |
| Cast Iron Shutter Bolts. | 60.10 |
| Ives' Patent Door Bolts. | 60.10 |
| Wrought Barrel. | 80c to 80.10 |
| Wrought Barrel Bolts, Griffin's. | 75.10 |
| Wrought Square. | 70.70 to 70.10 |
| Wrt Shutter, St'nd list. | 50.10 to 60.10 |
| Wrought Spring, Sargent's. | 70.10 to 75 |

CARRIAGE, MACHINE, & C-

| | |
|--|-------|
| Common carriage (cut thread), 1/2 x 6 and smaller. | 75c |
| Larger and longer. | 65.50 |
| Phila. Eagle, \$3.00 list May 24, '99. | 80c |
| Bolt ends, list Feb. 14, '96. | 65.10 |
| Bolt ends, with C and T nuts. | 65.50 |
| Machine, 1/2 x 4 and smaller. | 75c |
| Machine, larger and longer. | 65.10 |

TIRE-

| | |
|--------------------------------------|--------------|
| American Screw Co: | |
| Bay State, plain, list Dec. 28, '99. | 72.50 |
| Bay State, fluted. | 72.50 |
| Eagle Phila. | 82.50 |
| Norway, Phila. | 80c |
| Common. | 75.10 to 80c |
| Norway, Phila. | 80c |
| Portchester, Norway. | 80c |
| Phila. | 80c |

STOVE AND FLOW-

| | |
|--------|-----------------|
| Plow. | 60.10 to 100.70 |
| Stove. | 85 to 85.10 |

MISCELLANEOUS-

| | |
|-------|-----|
| Sink. | 80c |
|-------|-----|

Bone Mills

| | |
|-------------|----------|
| Enterprise. | 25 to 30 |
| Stearns. | 40c |

Borers, Tap

| | |
|----------------------|------------------------|
| Enterprise. | 20 to 25 |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co. | |
| No. 6. | 30.10 |
| No. 10. | 25.10 |
| Common ring. | 20.10 |
| Ives. | 25.10 |

Boring Machines

| | |
|----------------------|----------------|
| WITHOUT AUGERS- | |
| Upright. | |
| Angular. | |
| Jennings'. | 35.50 |
| Miller's Falls. | \$7.50, 15.10 |
| Snell's, Rice's Pat. | \$2.50, \$2.75 |
| Ajax. | 40c |
| Phillips. | \$4.00 net |

Bow Pins

| | |
|-----------|-------|
| Hutchins. | 60.10 |
|-----------|-------|

Boxes, Mail

| | |
|-----------|-------|
| Heller's. | 40.50 |
|-----------|-------|

Box Hooks

| | |
|----------------------|--------------|
| Humason & Beckley's. | 60.10 to 100 |
|----------------------|--------------|

Box Openers

| | |
|------------|---------------------|
| Humason's. | per doz. net \$5.00 |
|------------|---------------------|

Box Scrapers

| | |
|------------|-----|
| Bradley's. | 30c |
|------------|-----|

Box Strapping

| | |
|--|----------------|
| Cary Mfg. Co's., in case lots: | |
| Covert Manufacturing Co., Broad chain, Halter chain, Hoel chain, Rein chain, Stallion chain. | 40c |
| Belting. | 25.10 to 30.10 |

Chains

| | |
|---------------------------------------|-----------------------|
| Galvanized Pump chain, # lb. | 4 1/2 @ 4 1/2 c |
| Ger. coll. list July 24, '97. | 60 & 10 @ 60 & 10 1/2 |
| Ger. Halter chain, list July 24, '97. | 60 & 10 @ 10 1/2 |
| Jack chain, Iron. | 60 & 10 @ 60 & 10 1/2 |
| Jack chain, Brass. | 60 & 10 @ 60 & 10 1/2 |
| Onedra Wire Dog chains. | 45 @ 60 & 55 |
| Trace Wagon and Fancy Chains: | |
| New list. | 60 @ 60 & 10 1/2 |
| Bridgeport Trace chains. | 65 |
| Stake chains. | 65 |
| Heel chains. | 80 |

COW TIES

| | |
|------------------|------------------|
| American. | 45 @ 50 |
| Niagara. | 45 @ 50 & 10 1/2 |
| Covert Mfg. Co.: | |
| Cotton. | 45 |
| Hemp. | 45 |
| Jute. | 45 |
| Sisal. | 33 1/4 |

Chain Guards

| | |
|----------------------|----|
| Aluminum S. & N. Co. | 50 |
|----------------------|----|

Carpet Stretchers

| | |
|---------------------------------|--------|
| Montrose "Excelsior," # doz. | \$6.00 |
| Bullard's. | 38 1/4 |
| Cast iron, Steel points, # doz. | 80c |
| Sockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|--|---------|
| Bissell's Cyco Bearing: | # Doz. |
| "Parlor Queen" | \$30.00 |
| "Elite" | 29.00 |
| "Boudoir" | 27.00 |
| "American Queen" | 27.00 |
| "Ideal" | 25.00 |
| "Gold Medal" | 24.00 |
| "Premier" | 24.00 |
| "Superior" | 24.00 |
| "Prize" | 24.00 |
| "Welcome" | 24.00 |
| "Grand Rapids," nickel | 24.00 |
| "Standard," nickel | 22.00 |
| "Standard," Japan | 20.00 |
| "Crown Jewel," nickel | 21.00 |
| "Crown Jewel," Japan | 19.00 |
| "Crystal" | 36.00 |
| "Grand," length of case, 17 inches | 36.00 |
| "Club," length of case, 24 inches | 54.00 |
| "Hall," length of case, 28 inches | 60.00 |
| "Junior," nickel, length of case 12 1/2 inches | 22.00 |
| "Junior," Japan, length of case 12 1/2 inches | 20.00 |
| "Misses" | 9.00 |
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings | 25.00 |
| "B, Japd." | 21.00 |
| "C, Nickel" | 23.00 |
| "D, Japd." | 21.50 |

Carpet and Rug Beaters

| | |
|-----------------------|---------------|
| No. 12, Wire, Tinned. | # Doz. # Gro. |
| "11, Wire, Coppered. | \$0.85 \$9.50 |
| "11, Wire, Tinned. | 1.10 12.00 |
| "10, Wire, Glvanized. | 1.20 18.50 |
| "10, Wire, Glvanized. | 1.50 18.00 |

Cherry Stoners

| | |
|------------------------------|---------|
| Enterprise. | 25 @ 80 |
| Goodell's Family, net # doz. | \$5.00 |
| Reilman's, net, # doz. | 6.00 |

Chisels

| | |
|-----------------------------|-------------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 70 & 10 @ 75 |
| L. & J. White. | 80 @ 30 & 55 |
| C. E. Jennings & Co. | 70 & 10 @ 25 & 10 |
| Jennings & Griffin Mfg. Co. | 65 & 10 @ 25 |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|---------------------|
| W. & S. Butcher's. | \$4.75 @ \$5.00 @ 2 |
| C. E. Jennings & Co. | 25 & 10 @ |
| Jennings & Griffin Mfg. Co. | 25 & 10 @ |
| Tanged Chisels. | 25 & 10 @ |
| Tanged Gouges. | 25 & 10 @ |
| Tanged Firmers. | 33 1/4 @ 10 |
| Tanged Gouges. | 33 1/4 @ 10 |
| L. & J. White. | 25 & 10 @ |

COLD CHISELS—

| | |
|---------------------|---------|
| Good quality, # lb. | 18 & 16 |
| Snell's best C. S. | 40 & 55 |
| Cronk's. | 50 |

Cleaners, Sidewalk

| | |
|------------------|---------------|
| Challenge Shank. | # Doz. \$3.25 |
| Star Shank. | 2.00 |
| Star Socket. | 4.00 |

Clippers

| | |
|-------------------------------|------------|
| HORSE— | |
| Chicago Flexible Shaft Co's: | |
| Lightning Belt Clipping Mach. | \$15.00 15 |
| New '96, Chicago. | 8.75 15 |
| 1902 Chicago. | 10.75 15 |
| Twentieth Century. | 5.00 20 |

Coach Oil

| | |
|--------------------------|---------|
| Snow Flake. | |
| One-pint cans, # doz. | \$ 3.00 |
| One-quart cans, # doz. | 4.50 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 66.00 |

Cocks, Brass

| | |
|--|--------------|
| Hardware List. | |
| Compression, Plain bibb, (Globe, Kero- | |
| some, Racking, &c., Cocks. | 70 & 10 @ 75 |

Coffee Mills

| | |
|---------------------|--------------|
| Box and Side. | 50 & 10 @ 50 |
| Enterprise Mfg. Co. | 30 @ 25 |
| Lane Bros. Co. | 80 |

Compasses, Dividers, &c

| | |
|--------------------------------|--------------|
| Atrol Calipers and Dividers. | 40 |
| Bemis & Call Co's: | |
| Compasses. | 50 |
| Dividers. | 55 |
| Compasses, Calipers, Dividers. | 75 @ 75 & 10 |

Coopers' Tools

| | |
|-------------------|-------------------|
| Bradley's: | |
| Hoop Drivers. | 25 |
| Rivet Sets. | 20 |
| Cold Chisels. | 20 & 5 |
| Punches. | 15 |
| Vices. | 15 |
| Inchaws. | 20 |
| Nabars. | 20 @ 20 & 25 |
| L. & J. White. | 20 @ 20 & 25 |
| Sandusky Tool Co. | 25 & 10 @ 30 & 10 |

Corkscrews

| | |
|----------------------------|-----------|
| Detroit Cork Screw Co. | 33 1/4 |
| Humason & Beckley Mfg. Co. | 50 & 10 @ |
| Samson, # doz. | \$10.00 |

Corn Hooks

| | |
|---------------------|-------------------|
| Krohniger Out-Last. | # Doz. net \$2.00 |
|---------------------|-------------------|

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 60 |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40 @ 45 |
| Smith's. | 25 |
| Snell's. | 40 |
| Wheeler's Patent. | 50 |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 20 |
| Dixon's: | # Gro. |
| Eclipse. | 7 in., \$2.75; 9 in., \$4.88 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 3.12 |
| Solid. | 7.50 |
| Tallora, black, \$5.00; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|---------|
| Kohler's. | 40 |
| The Metal Stamping Co. | 40 |
| Southington Cutlery Co's. | 25 & 10 |

Cutlery

| | |
|-------------------|----|
| Foster's Pocket. | 30 |
| Carrier's Pocket. | 70 |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|--------------|
| Walter B. Stevens & Son: | |
| Brass. | 40 |
| Embossed Gilt. | 80 & 10 |
| Leather. | 40 |
| Union Hd'wre Co., new list. | 50 @ 50 & 10 |

Door Checks

| | |
|-------------------------------|---------|
| Bardley's. | 40 |
| Columbia. | 50 & 10 |
| Eclipse. | 60 & 10 |
| Home. | 50 & 10 |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|--------|
| Empire. | 50 |
| Superior. | 33 1/4 |

Door Springs

| | |
|-----------------------------------|---------------|
| Columbian Steel. | 20 |
| Gem (Coll), list Oct. '96. | 30 |
| Pullman, Perfect. | 25 |
| Pullman Coll. | 25 |
| Star (Coll), list Oct. '96. | 30 |
| Torrey's Rod, 39 in., # doz. net. | \$1.10 \$1.25 |
| Victor, Coll. | 50 & 10 @ 10 |
| Chicago Coll Springs. | 40 & 10 |
| Reliance Coll Springs. | 40 & 10 |

Drain Cleaners

| | |
|--------------------|---------|
| Iwan's Adjustable. | 55 |
| Iwan's Stationary. | 40 & 55 |

Drawer Pulls

| | |
|---------------------------------------|-----------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75 & 10 @ |
| Sargent's list. | 60 |

Drawing Knives

| | |
|---------------------|--------------|
| Standard Makes. | 70 & 10 @ 75 |
| Adjustable Handle. | 25 @ 25 & 10 |
| Bradley's. | 40 & 55 |
| Jennings & Griffin. | 60 |
| Watrous. | 15 & 10 @ |
| L. & J. White. | 20 & 5 @ 25 |

Drills and Drill Stocks

| | |
|---------------------------------------|-------------|
| Automatic Boring Tools, Goodell's | |
| Blacksmith's. | 40 & 5 @ 10 |
| Brest, Goodell's. | 60 |
| Brest, Miller's Falls, each \$3.00. | 25 @ 30 |
| Stearns' bench. | 80 |
| Hand, Goodell's. | 30 & 10 |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 33 1/4 |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|------------------------------------|----------------------|
| Holt-Lyon Co.: | # Doz. # Gro. |
| No. 5 Japanned, Dasher. | flared \$0.85 \$9.50 |
| No. 4 Japanned, 6 doz. | \$5.60 1.15 18.00 |
| No. 1 Tinned. | 1.40 16.30 |
| No. 4 Japanned, hotel size. | 1.85 22.00 |
| No. 5 Japanned, Dasher. | flared 1.65 19.30 |
| No. 2 Tinned, hotel size. | 2.00 24.00 |
| Taplin Mfg. Co.: | # Gro. |
| No. 60 Improved Dover. | \$ 6.0 |
| No. 75 Improved Dover. | 6.5 |
| No. 100 Improved Dover. | 7.0 |
| No. 102 Improved Dover, Tinned. | 8.5 |
| No. 150 Improved Dover, Hotel. | 15.0 |
| No. 152 Improved Dover, Hotel T'd. | 17.0 |
| No. 200 Improved Dover, Tumbler. | 8.0 |
| No. 202 Imp'd Dover, Tumbler T'd. | 9.5 |
| No. 300 Imp'd Dover Mammoth | 2.0 |

Escutcheons

| | |
|-------|----|
| Wood. | 25 |
|-------|----|

Farriers' Knives

| | |
|-------------------|---------------|
| 'Challenge'. | # Doz. \$2.00 |
| Popes. | 3.00 |
| Wilkinson's, net. | 3.00 |
| Wostenholm's. | 3.35 |

Faucets

| | |
|------------------------------------|--------------|
| Iron Petroleum. | 70 @ 70 & 10 |
| John Sommer's "Peerless," Tin Key. | 40 |
| "Boss," Tin Key. | 50 |
| "Victor," Metal Key. | 50 & 10 |
| "Duplex," Metal Key. | 80 |
| "I. X. L." Cork Lined. | 50 |
| "Reliable," Cork Lined. | 50 & 10 |
| "O. K." Cork Lined. | 50 |
| "Chicago," Cork Lined. | 50 |
| "Perfection," Cedar. | 40 |
| "No Brand," Cedar. | 50 |

SELF MEASURING—

| | |
|-------------------|--------------|
| Enterprise # doz. | \$36.00 |
| Lane's. | 40 & 10 @ |
| | \$40.10 @ 35 |

Files

| | |
|-------------------------|------------------------|
| DOMESTIC— | |
| New list, Nov. 1, 1896: | |
| American. | 75 & 10 @ 75 & 10 @ 10 |
| Arcade. | 75 & 10 @ 75 & 10 @ 10 |
| J. Barton Smith. | 75 & 10 @ 75 & 10 @ 10 |
| Dixon's. | 75 & 10 @ 75 & 10 @ 10 |
| Dixon's Superfine. | 80 |

| | |
|--------------------------|------------------------|
| Eagle. | 75 & 10 @ 75 & 10 @ |
| Great Western. | 75 & 10 @ 75 & 10 @ 10 |
| Kearney & Foot. | 75 & 10 @ 75 & 10 @ 10 |
| McClellan. | 75 & 10 @ 75 & 10 @ 10 |
| Nicholson. | 70 & 10 @ 75 & 10 @ |
| Nicholson's X. F. Files. | 40 @ 40 & 10 |
| Royal. | 80 @ 80 & 10 |

IMPORTED—

| | |
|---------|--------------------------|
| Stub's. | Stub's list, 80 @ 80 1/2 |
|---------|--------------------------|

Filters

| | |
|----------------------------|------------------|
| Acorn. | 50 |
| Fulper's Natural Stone. | \$3.50 @ \$18.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|--------------|
| Am. Fish Hook Co. list. | 60 @ 60 & 10 |
| Kirby & Limerick, low list (60c. base). | 10 |

Fishing Tackle

| | |
|---------------------------------|--------|
| Bishop's: | # Doz. |
| Level Winding Jeweled Reel. | \$7.00 |
| Level Winding Steel Pivot Reel. | 60.00 |
| Auto Even Spooler. | 80.00 |
| Gun Cleaner. | 1.20 |
| Lightening Fish Scale. | 3.00 |
| Fish Hook Shield. | 3.00 |

Fish Scales

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60 & 20 |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 6 |
| Net. | \$1.15 \$1.35 \$1.50 \$1.75 \$2.50 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20 @ 25 |
|-------------|---------|

Fry Pans

| | |
|----------------|-----------------------------|
| Standard list. | |
| No. | 1 2 3 4 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 |
| # doz. | \$5.00 \$5.00 \$5.00 \$5.00 |

Gauges

| | |
|---|---------|
| Bemis & Call's Steel. | 50 |
| Clapboard. | 25 & 10 |
| Dixon's Mortise. | 70 |
| Marking Mortise, etc. | 70 |
| Stanley's. | 35 |
| Starrett's Surface, Center and Scratch. | 25 & 10 |
| Wire, Morse. | 25 |
| Wire, P. S. & W., low list. | 33 1/4 |

Gimlets

| | |
|---------------------------|-----------------|
| "Diamond" Gimlets, # gro. | \$4.00 @ \$4.25 |
| Double Cut. | 40 & 10 @ 50 |
| Metal Head. | 50 & 10 |
| Wood Head. | 50 |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|-----------------|--------------|
| Le Page Liquid. | 25 @ 25 & 10 |
| Mystic. | 40 |
| Martins. | 40 & 10 |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|-------------------------------|-----------|
| Dixon's: | # Doz. |
| 32-1 lb. cans. | 20c. ea |
| 33-5 lb. screw top tin cans. | 20c. ea |
| 34-10 lb. screw top tin cans. | \$1.60 ea |
| 35-25 lb. boxes. | 15c. lb |
| 36-50 lb. boxes. | 14c. lb |
| 37-100 lb. kgs. | 14c. lb |
| 38-250 lb. barrels. | 12c. lb |

Grindstone Fixtures

| | |
|-----------------------|--------------|
| Cronk's. | 50 |
| Forest City. | 30 @ 30 & 10 |
| Sargent's Patent. | 60 & 10 @ 10 |
| Stowells Extra Heavy. | 50 & 10 @ 10 |
| Stowells Light. | 60 & 10 |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|------------------|--------|
| Brittons, # doz. | \$5.50 |
|------------------|--------|

SPRING HINGES—

| | |
|--|-------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Hall Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&5% |
| Gem..... | 30&5% |
| Oxford..... | 30&5% |
| Acme, Steel..... | 35% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 30&5% |
| Superior..... | 30&5% |
| Door Hinges..... | 35% |

GATE HINGES—

| | |
|-----------------------------------|----------------|
| Clark's, Nos. 1, 2, 3..... | 50&100&200&10% |
| N. E. d. doz., \$7.50..... | 60% |
| N. E. d. doz., \$5.00..... | 60% |
| N. Y. State, d. doz., \$4.50..... | 60% |
| Western, d. doz., \$4.50..... | 60% |

BLIND HINGES—

| | |
|--|-------------------|
| Parker..... | 70&100&70&100&10% |
| Sargent's, Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12..... | 75% |
| W. H. Co's., No. 3 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges..... | 60% |
| with Screws, \$1.20 d. doz. sets..... | 30&10% |

Hitching Cords

| | |
|---------------------|-------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&2% |

Hollow Ware

ENAMELED—

| | |
|---|--------|
| Lalanc & Grosjean Mfg. Co. list Nov. 1, '01: | |
| Agate Nickel Steel Ware..... | 50&20% |
| Pearl Agate Ware..... | 50&20% |
| Blue and White Ware..... | 50&20% |
| All White Ware..... | 50&20% |
| Regal Steel Ware..... | 50&20% |
| Peerless Ware..... | 70&10% |
| Granite Ware, list Jan. 1, 1894, revised..... | 40&10% |
| Jan. 1, 1894..... | 40&10% |
| "Never Break" Steel..... | 40&10% |
| Spiders, Griddles, &c..... | 65&10% |
| Maolin Kettles, &c..... | 60% |
| " Porcelainized..... | 50% |

STOVE HOLLOW WARE—

| | |
|----------------------------------|-----------|
| Blacklock..... | 55&60&10% |
| Ground..... | 55&60&10% |
| Plains or Unground..... | 60&65% |
| Country Ware & 100 lbs. net..... | 55&65&10% |
| Enamelled Ware..... | 50&55&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maolin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 40% |
| Enamelled..... | 60% |
| GLUE POTS— | |
| Tinned..... | 35% |
| Enamelled..... | 40% |

SILVER-PLATED HOLLOW WARE—

| | |
|----------------------------------|----------|
| 4 mo. or 5¢ cash in 30 days..... | 40&5% |
| Hartford Silver Plate Co..... | 40&5% |
| Holmes & Edwards Silver Co..... | 40&15&5% |
| Meriden Britannia Co..... | 40&10% |
| Rogers & Brothers..... | 40&5% |
| William Rogers Mfg. Co..... | 40&10% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|-----------|
| Cotling, Sargent's list..... | 50&10&20% |
| Chandler..... | 60&60&10% |
| Clothes Line, Sargent's list..... | 50&10&10% |
| Coat and Hat, Sargent's list..... | 50&10&60% |
| Coat and Hat, Stowell's..... | 50&10&60% |
| Harness, Sargent's list..... | 50&60&10% |
| Lamp..... | 60&60&10% |
| Picture..... | 60&10&10% |
| Screw Hat..... | 60&10&10% |
| Wardrobe..... | 60&10&10% |

WROUGHT IRON AND STEEL—

| | |
|----------------------------------|--------------------|
| Cotton, d. doz..... | \$1.25 |
| Wrought Staples, Hook, &c..... | See Wrought Goods. |
| MEAT— | |
| Enterprise..... | 40% |
| Humason & Beckley, new list..... | 55&10% |

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Colling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|-----------|
| Belt..... | 80&10% |
| Covert Mfg. Co..... | 80&10% |
| Safety Gate and Scuttle Hooks..... | 55&5% |
| Grass, Wadsworth's..... | 50% |
| Hooks, (Grass, d. doz..... | 50% |
| Hooks and Eyes, Brass..... | 60&10&10% |
| Hooks and Eyes, Mal. Iron..... | 70&10% |
| Cotton, box and hay..... | 60&10&10% |

Horse Clippers

See Clippers.

Horse Nails

| | |
|--|---------------------|
| No..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 21c 21c |
| American, all sizes, net..... | 40&5% |
| No..... | 6 7 8 9 10 |
| Anchor and 15c. net for all sizes 5 to 10..... | |
| No..... | 6 7 8 9 10 |
| Anauba..... | 25c 25c 25c 21c 21c |
| C. B. K..... | 25c 25c 25c 21c 21c |
| Capewell..... | 15c 15c 17c 18c 18c |
| Champion..... | 25c 25c 25c 21c 21c |
| Clinton Fin..... | 15c 17c 18c 18c |
| Emex..... | 25c 25c 25c 21c 21c |
| Lyra, all sizes, net..... | 25c 25c 25c 21c 21c |
| Livingston..... | 25c 25c 25c 21c 21c |
| Mad S..... | 25c 25c 25c 21c 21c |
| Neponese..... | 25c 25c 25c 21c 21c |
| Northwestern..... | 25c 25c 25c 21c 21c |
| Putnam..... | 25c 25c 25c 21c 21c |
| New Putnam..... | 15c 18c 17c 18c 18c |
| Valcan..... | 25c 21c 20c 19c 18c |
| Western..... | 25c 21c 20c 19c 18c |

Horse Shoes

| | |
|-----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, d. keg..... | \$4.00 |
| Steel, d. keg..... | 3.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jump..... | 45% |
| Jute..... | 35% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 60% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40&10% |
| Reliable..... | 50&10% |
| Staple..... | 50&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80&20% |
| Steam..... | 70% |

Ice Awls, Chippers &c

| | |
|----------------------------------|------------|
| Copeland Ice Pick, d. gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awls..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|--------------------------|--|
| See Freezers, Ice Cream. | |
|--------------------------|--|

Ice Shredders

| | |
|-----------------|-------------------------------|
| Enterprise..... | No. 33, d. doz. \$6.00 25&30% |
| | No. 34, d. doz. 15.00 25&30% |

Jack Chain

| | |
|------------|--|
| See Chain. | |
|------------|--|

Jacks

| | |
|------------------|--|
| See Wagon Jacks. | |
|------------------|--|

Jack Screws

| | |
|-------------|--|
| See Screws. | |
|-------------|--|

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 30&25% |
|------------------------|--------|

Knives

| | |
|--------------------------------------|--------|
| Kimball's: | |
| Bread Knives, d. doz. \$1.50..... | 30% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net d. doz..... | \$1.50 |
| Dunlap Kitchen and bread Knives..... | 25% |
| Foster Bros., butcher, &c..... | 30% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$3.00 |
| d. doz..... | \$3.00 |
| Solid Stone Carving Knife Hones..... | \$2.50 |
| d. doz..... | \$2.50 |
| Quick Edge Pocket Knife Hones..... | \$2.00 |
| d. doz..... | \$2.00 |
| Mounted Kitchen Sandstone..... | \$1.50 |
| d. doz..... | \$1.50 |

Knobs

| | |
|---|---------------|
| Bardley's wood, door, shutter and base..... | 10&15% |
| Base, rubber tip, 3/4 in. bead, d. gro..... | 10&15% |
| Door Mineral..... | \$1.15&1.25 |
| Door Por. d. doz..... | 65&70% |
| Door Por. Nickel..... | 70&75% |
| Door Por. Nickel..... | \$2.10&\$2.20 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|----------------|
| Cronk's barn door, net..... | d. doz. \$2.00 |
| Lane's Barn Door..... | 40&10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&10&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Style M. S. C. K. T..... | 70&10% |
| Style A (all steel)..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| No..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Daisy, net, d. doz..... | \$7.50 |
| Mystic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Lawn Swings "Easy"

| | |
|------------------------------|---------|
| Ulrich Mfg. Co., d. doz..... | \$75.00 |
|------------------------------|---------|

Leads

| | |
|------------------|-------|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 35&5% |

Lemon Squeezers

| | |
|--|-----------------------------------|
| Berger Bros., d. doz..... | 8 in., \$1.00; 10 in., \$1.40 20% |
| Hotchkiss, Straight Filah, d. doz..... | \$9.80 |
| Little Giant..... | 50&50&5% |
| Porc. lined, Iron, d. doz..... | \$1.75 |
| Porc. lined, Wood, d. doz..... | \$1.25 |
| Wood, common, d. gro..... | No. 0, \$5.25 |
| | @ \$5.50; No. 1, \$5.25 @ \$5.50 |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's.: | |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |
| Rollis Hardware Co.: | |
| Adj. Steel 7 in..... | 40% |
| 12 in..... | 40% |

Lifters

| | |
|----------------------|--|
| See Transom Lifters. | |
|----------------------|--|

Lines

| | |
|----------------------------------|--------------------------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 30 feet..... | 40&10% |
| Cotton Trot..... | 20% |
| Samson Cot., N. & A. d. doz..... | \$3.20 4%, \$2.75 20% |
| Silver Lake braided, d. gro..... | No. 0, \$6.00; |
| | 1, \$5.25; 2, \$7.00; 3, \$7.50. 30% |
| Wire Clothes..... | |
| 18 19 30 | |
| 100 feet..... | \$2.50 \$2.00 \$1.50 |
| 75 feet..... | 1.80 1.70 1.60 |

Loaded Shells

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Locks

| | |
|---------------------------|--------|
| DOOR LOCKS, LATCHES, & C— | |
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 25% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40&10% |
| | 40&10% |

CABINET—

| | |
|--------------------|-------|
| Eagle Lock Co..... | 25&5% |
| Corbin..... | 25&5% |
| Yale..... | 25&5% |

PADLOCKS—

| | |
|---------------------------------------|-------------|
| Acme bicycle and satchel, d. doz..... | \$9.00. 40% |
| Ames Sword Co..... | 40&45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Slaymaker's..... | 40% |

| | |
|-----------------------------|------------|
| Wrought padlocks..... | 75% |
| Bicycle locks..... | 40% |
| Railroad Switch locks..... | 40 5% |
| Bed Scandinavian locks..... | 90% |
| Pressed steel locks..... | Net prices |
| Cast brass locks..... | Net prices |
| Dog Collar locks..... | Net prices |
| Night Latches..... | Net prices |
| French Rim locks..... | 50&10% |
| Smith & Egge bicycle..... | 50% |
| Wrought Iron..... | 75&10&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 25&10% |
| Eagle..... | 40% |

Machine Bolts

| | |
|------------|--|
| See Bolts. | |
|------------|--|

Mail Boxes

| | |
|------------------|--|
| See Boxes, Mail. | |
|------------------|--|

Mallets

| | |
|-----------------|----------|
| Hickory..... | 45&5&50% |
| Lignumvite..... | 45&5&50% |
| Bliss..... | |

| | |
|--|-------|
| Carpenters, Tinnars, Box, Carvers..... | 25&5% |
|--|-------|

Maslin Kettles

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Mattocks

| | |
|---------------------------------|------------|
| Cronk's Garden, net d. doz..... | \$4.00 |
| Regular Goods..... | 70&10%&75% |

Meat Cutters

| | |
|--------------------------------|--------------------------------|
| American..... | 1 2 3 4 5 6 7 8 9 10 11 12 30% |
| No..... | |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, d. doz..... | 30&10&40% |
| No..... | 1 2 3 4 |
| Enterprise..... | \$14 \$17 \$19 \$30 |
| No..... | 5 10 12 20 22 25&25&7&1/2% |
| Each..... | \$2 \$3 \$2.75 \$3 \$4.50 \$5 |
| Little Giant..... | 25&40% |
| No..... | 305 310 312 320 322 |
| Woodruff's, d. doz..... | \$25 \$45 \$44 \$73 \$68 |
| No..... | 100 150 30&1&40% |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&20% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|--------------|
| Magnolia Metal Co.: | |
| Defender..... | d. Lb \$1.00 |
| Cosmic..... | 1.00 |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |
| F. O. B. New York or Chicago..... | |

Melting Ladles

| | |
|------------------------------|-------------|
| Monroe's Patent, d. doz..... | \$4.00. 40% |
| Sargent's..... | 60&60&10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30&10% |
| Sealey's, d. doz..... | \$5.00 |
| Stanley Rule and Level Co.: | |
| No. 340 to 400..... | 30% |
| No. 50 to 60..... | 35% |

Motors

| | |
|----------------------------------|--------|
| COFFEE MILL— | |
| Specialty Novelty Co., each..... | \$5.00 |

Nails

| | |
|---|--|
| WIRE AND CUT NAILS— | |
| See Review of the Markets for Quotations. | |

| | |
|--|----------|
| Wire nails and brads, Papered Assn list, July, 1895..... | 55&5&10% |
|--|----------|

IRON PLANES—

| | |
|----------------------------|-----------|
| C. E. Jennings & Co., Iron | 50&100% |
| Sargent's | 60&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 40% |
| Miscellaneous | 40% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 30% |
| Hutchins | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 16&10% |
| Stanley R. & L. Co. | 30% |
| L. & I. J. White | 30&5&25% |

Pliers and Nippers

| | |
|--------------------------|-----------|
| Hutton | 70&10&75% |
| Cronk & Carrier: | |
| Pliers | |
| No. 1 | 60&10% |
| " 20, net | \$8.25 |
| " 40 | 75&10% |
| " 50 | 80% |
| " 60 | 40&10% |
| " 70 | 50% |
| " 80 | 50&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers | 66&5% |
| Smith's Slide Cutting | 25% |

Plow Bolts

See Bolts.

Plumb Bobs

| | |
|--------------------|-------|
| Kenfel & Esser Co. | 35&5% |
|--------------------|-------|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davis: | |
| Inclinometers | 20% |
| Iron Levels | 25&10% |
| Dial's | 70% |
| Machinists | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Poachers

See Egg Poachers.

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|---------------------------------------|-----------|
| Presoline Liquid, new list | 40% |
| Presoline Paste | 40&40&10% |
| U. S. Metal Polish Paste, 8 oz boxes, | |
| & doz. | \$ 50 |
| & gross | 4.00 |
| & pound boxes, & dozen | 1.25 |
| & gross | 2.25 |
| U. S. Liquid, 8 oz cans, & dozen | 1.25 |
| & gross | 12.00 |
| Barkeeper's Friend Metal Polish | |
| & doz. | 1.75 |
| & gross | 18.00 |

Polish Stove

| | |
|---|------|
| Black Eagle benzine paste, 5 lb cans, | |
| & lb. | 10c |
| Black Eagle, liquid, 10 oz. cans, | |
| & doz. | 75c |
| & gross | 9.00 |
| Black Jack paste, 5 lb cans, & gross | 65c |
| Black Kid paste, 5 lb can, each | 50c |
| Ladd's Black Beauty, & gross, \$10.00 | |
| Joseph Dixon's, & gross, \$5.75 | 10% |
| Dixon's Plumbago, & lb. | 8c |
| Firealide, & gross | 2.50 |
| Gem, & gross, \$4.50 | 10% |
| Japanese, & gross, \$4.50 | 8.50 |
| Jet black, per gross | 8.50 |
| Peerless iron enamel, 10 oz. cans & doz | 1.50 |
| Wynn's: | |
| Black silk, 5 lb. pail, each | 70c |
| Black silk, 1/2 lb. box, & doz. | 1.00 |
| Black silk, 5 oz box, & doz. | 75c |
| Black silk, 3/4 pint liquid, & doz. | 1.00 |

Poppers, Corn

| | | |
|-----------|-------|---------|
| Square | 1 qt. | \$ 9.00 |
| 1 1/2 qt. | | 11.00 |
| 2 | | 13.50 |

Post Hole Diggers

| | |
|--------------------------------------|---------------------|
| Avery's | 60% |
| Disston's Samson Digger, & doz, \$34 | 25% |
| Kohler's | |
| Little Giant | & doz., net \$12.00 |
| Hercules | 9.50 |
| Invincible | 9.00 |
| Pioneer | 7.20 |
| Universal | 13.00 |
| New Champion | 5.00 |
| Rival | 5.00 |
| Ryan's | & doz., \$20.00 |
| Iwan's | & doz. |
| Split handle | net \$6.75 & 7.00 |
| Perfection | 7.25&7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | & doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|------------|
| Hoe Down Hooks | 75&10&2% |
| Hop Hooks | 60&10&2&5% |
| Potato Hooks | 70 |

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

| | |
|---|--------|
| Cronk's Pruning Shears, all styles | 35&5% |
| Disston's Combined Pruning Hook and | |
| Saw, & doz., \$18.00 | 30% |
| Disston's Pruning Hook, & doz., \$12.00 | 30% |
| Smith's | |
| Pruning Shears | 60&10% |
| Rockdale Pruners | 25% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's. Pruning Tools | 40% |
| P. S. & W. Co's. Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| Awning | 60&60&10% |
| Axle | 50&10&60% |
| Brass screw | 45&10% |
| Celling | 60&10&60% |
| Clothes line, Japanned | 60% |
| Common Sense | 60% |
| Dumb Waiter | 60&60&10% |
| Empire Sash Pulley | 60% |

| | |
|--|-----------------|
| Fox all steel | 50% |
| (Grand Rapids) all steel | 50% |
| Hay Fork swivel eye, & doz., 4 in., \$3.75 | |
| 6 in., \$5.00 | 55% |
| Hay Fork, Hartz, 4 1/2 in., & doz., \$8.00 | |
| 50&10% | |
| Hay Fork, 3 in., solid, \$5.70 | 50% |
| Hot Irons | 50&10&60&10&10% |
| Stowell's Anti-Friction, 5 in. wheel, | |
| & doz., \$12.00 | 40% |
| Slide, Anti-Friction | 40% |
| Shade rack | 45% |
| Upright | 50&10&60&10&10% |

Pumps

| | |
|---|-----------|
| Cistern, best grades | 60&60&10% |
| Pitcher Spout, best grades | 75&80% |
| Power Pumps, Myers | 50% |
| Spray Pumps, Myers | 50&10% |
| Spray Pumps, Kohler's | |
| Daisy, net & doz. | \$ 7.50 |
| Mechanical, net & doz. | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 323, 3 in. Shallow Well | |
| Pump | 18.00 |
| No. 3, Fig. 323, 3 1/2 in. Shallow Well | |
| Pump | 15.00 |
| No. 5, Fig. 307, 3 in. Deep Well | |
| Pump | 15.00 |
| No. 6, Fig. 307, 3 1/2 in. Deep Well | |
| Pump | 17.00 |
| No. 14, Fig. 521, 3 in. Deep or Shal- | |
| low Well Pump | 15.00 |
| No. 32, Fig. 523, 3 in. Deep Well | |
| Pump | 17.00 |
| No. 56, Fig. 331, 3 in. Shallow Well | |
| Pump | 14.00 |
| No. 59, Fig. 332, 3 1/2 in. Shallow | |
| Well Pump | 17.00 |
| No. 70, Fig. 333, 2 1/2 in. Deep Well | |
| Pump | 15.00 |
| No. 72, Fig. 333, 3 in. Deep Well | |
| Pump | 15.00 |
| No. 102, Fig. 448, 3 in. Lift Pump | |
| Pump | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | |
| Pump | 11.00 |
| No. 128, Fig. 510, 3 in. Lift Pump | |
| Pump | 7.00 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | |
| Pump | 8.50 |
| No. 225, Fig. 389, Windmill Pump | |
| Pump | 12.50 |
| No. 235, Fig. 408, Windmill Pump | |
| Pump | 15.00 |
| No. 240, Fig. 408, Regulator Pump | |
| Pump | 28.00 |
| No. 302, Fig. 477, Spray Pump, com- | |
| plete | 11.50 |
| No. 330, Fig. 547, Knapsack Spray | |
| Pump | 10.00 |
| Discount 50% f. o. b. Ashland. | |
| No. 263, Fig. 513, Low Down Tank | |
| Force Pump, net | 5.00 |
| No. 320, Fig. 492, Bucket Spray | |
| Pump, net | 2.00 |

Punches

| | |
|--------------------------|--------|
| Bemis & Call Co's: | |
| Cast Steel Drive | 50% |
| Morrill's | 45% |
| Niagara Hollow | 45% |
| Niagara Solid | 55% |
| Saddlers' or Drive, good | 60&65% |
| Snells' Timmers | 40&5% |

Rail

| | |
|---|-------------------|
| Barn Door, Light, Inches | 1/2 3/4 1 1/2 |
| & 100 feet | \$ 4.40 1.35 2.40 |
| Barn Door, "None Better" No. 1, & ft. | 35c |
| Barn Door, "None Better" No. 2, & ft. | 40c |
| B. D. for N. E. Hangers: | |
| Angular, & ft., 6c | 70% |
| Double Flange, & ft., 8c | 70% |
| Cronk's | |
| O. N. T. style, No. 13 | 2 1/2c |
| Double braced, No. 10 | 2 1/2c |
| Lane's: | |
| O. N. T. 1 in., & 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 3.00 |
| O. N. T. 1 1/2 in., net | 3.00 |
| Hinge Hanger, 1 in., & 100 ft. | 3.50 |
| 1 1/2 in., & 100 ft. | 3.95 |
| Stowell's Wrought steel | 25% |
| Sliding Door, Bronzed Wrought Iron, | |
| & ft. | 6 1/2c |
| Sliding Door, Steel, Brass Plated, & ft. | 6 1/2c |
| Sliding Door, Wrought brass, 1 1/2 in & lb. | 25c |
| Victor Track Rail, 7c & ft. | 60&10&2 1/2% |

Rakes, Etc

| | |
|---------------------|------------------------|
| Cronk's | |
| Malleable | 70&10% |
| New Champion | \$3.75, 4.00, 4.25 net |
| Victor | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn | \$4.00 net |
| Never Break Garden | 75&10% |
| Queen City Lawn | 40% |
| Kohler's | |
| Lawn Queen, 20 | \$3.15 |
| " 24 | 3.25 |
| Jumbo Lawn, 36 | 5.40 |
| Paragon (wood head) | 2.50 |
| Steel Garden, 10th | 2.00 |
| " 12th | 2.10 |
| " 14th | 2.25 |
| " 16th | 2.40 |

Rasps, Horse

| | |
|--------------------------|-------------|
| Disston's | 75% |
| New Nicholson Horse Rasp | 70&10&75&5% |
| See also Files. | |

Razors

| | |
|------------------------------------|----------|
| Electric | List Net |
| Boracic | 60% |
| Fox | 50% |
| J. R. Torrey Razor Co. | 20% |
| Wostenholm & Butcher, \$10.00 to 2 | 10% |

Razor Hones

| | |
|-------------------------------------|-------------|
| Belgian German and Swaty, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

HOT AIR—

| | |
|--------------------------------------|-----|
| New list, July 1, 1905: | |
| Black Japanned, White Japanned, | |
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated | 70% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwan's Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|----------------------------------|--------|
| Bishops: | |
| Small Bore Rifle Cleaner, & doz. | \$8.00 |

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—

Belt with Burrs.

Hose with Burrs.

IRON OR STEEL—

New list, Jan. 8, 1904.

Timmers

Miscellaneous

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | |
|---------|--------------------------|
| Cronk's | |
| Nos. | 50 55 56 60 65 |
| & Dozen | .90c .80c .75c .75c .75c |

Rope

| | |
|-------------------------|---------|
| Cotton Rope: | |
| Best 1/2 in. and larger | 16 1/2c |
| Medium | 14 1/2c |
| 1/2 in. and larger | 10 1/2c |
| Common | 10 1/2c |

Jute Rope:

| | |
|---------|--------|
| A grade | 6 1/2c |
| Grade | 5 1/2c |

Manilla Rope:

| | |
|---------------------|---------|
| 7-16 in. and larger | 12 1/2c |
| 1/2 in. | 13c |
| & 5-16 | 13 1/2c |

Sisal, Pure

| | |
|---------------------|---------|
| 7-16 in. and larger | 10c |
| 1/2 in. | 10 1/2c |
| & 5-16 in. | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|-------------|-----------------|
| Athol Steel | 35&5% |
| Hoxwood | 60&10&60&10&10% |
| Ivory | 35&10&35&10&5% |

Keuffel & Esser Co.:

Folding, wood.

steel.

Lufkin's:

steel.

Lumber

Miscellaneous, Stanley's

Sad Irons

DOVER ASBESTOS—

| | |
|-----------|-----|
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Sleeve | 50% |
| Tourist | 50% |
| Toy | 50% |

Blacklock:

| | |
|---------------------------------------|--------|
| Plain black in cases, & 100 lbs. | \$2.75 |
| Bronze finished in cases, & 100 lbs. | 3.15 |
| Aluminum finish, in cases, & 100 lbs. | 2.95 |
| Full nickel, in cases, & 100 lbs. | 3.75 |

COLD HANDLED—

Enterprise Mfg. Co. of Pa.

Safety Fuse

See Fuse.

Safety Lifts

| | |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70&10&10% |
|----------------------|-----------|

Sand and Emery Paper and Cloth

| | |
|-------------------------------|-----------|
| Badger, Adamson & Co's. list: | |
| Emery cloth | 50&10&60% |
| Garnet paper | 25% |
| Flint and emery paper | 50&10&60% |

Sash Balances

| | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pullman | 50&10&60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|-------------------|-----------|
| Competition | 50&10% |
| Giant | 40% |
| Monarch B. C. Co. | 70% |
| Pullman bronze | 70% |
| Pullman cop steel | 70&10&10% |
| Ray metal | 65&5% |
| Steel R. Co. | 70&10% |

Steel copper plated

Victor bronze.

Victor steel.

Sash Cord & Weight Fastener

Ives

Sash Cord

| | |
|------------------------------|-------|
| Cable Laid Russia, # lb..... | 10 |
| Common India, # lb..... | 10@10 |
| Patent Russia, # lb..... | 14 |
| Patent India, # lb..... | 10@10 |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

- Adzes**
National Cutlery Co., Detroit, Mich.
- Agricultural Implements**
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.
- Animal Pokes**
American Fork & Hoe Co., Cleveland, O.
- Anti-Friction Metal**
Magnolia Metal Co., New York
- Anti-Rust Tin Ware**
Reed Mfg. Co., Newark, N. Y.
- Anvils**
Alfred Field & Co., New York
- Arbor Presses**
Chandler & Farquhar, Boston
- Augers and Auger Bits**
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
- Automobiles**
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Auxiliary Ironing Boards**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Awls**
The H. H. Mayhew Co., Shelburne Falls, Mass.
- Axes**
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
- Axle Grease**
Frazer Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.
- Axle Oil**
Frazer Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.
- Babbitt Metal**
Magnolia Metal Co., New York
- Balances, Sash (Spring)**
Pullman Mfg. Co., Rochester, N. Y.
- Bank Railings**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Barb Wire**
Fuller Bros. & Co., New York
- Barn Paints**
E. E. Nice, Philadelphia, Pa.
- Bath Room Fixtures**
Buffalo Mfg. Co., Buffalo, N. Y.
- Bearing Metal**
Magnolia Metal Co., New York
- Beef Shavers**
Enterprise Mfg. Co. of Pa., Phila.
- Beet Forks**
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Beet Hoes**
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Bellows, Smiths'**
C. E. Jennings & Co., New York, N. Y.
- Bells and Gongs**
John H. Graham & Co., New York
- Belt Dressing**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Belt Shifters**
Chandler & Farquhar, Boston
- Belting**
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Bench Shears**
Chandler & Farquhar, Boston
- Bicycles**
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Bicycle Stands**
F. E. Myers & Bro., Ashland, Ohio
- Bicycle Sundries**
Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Bits**
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.
- Blocks, Tackle**
Lane Bros., Poughkeepsie, New York
- Boiler Feeders**
N. A. Watson, Erie, Pa.
- Bolt and Screw Cases**
J. D. Warren Mfg. Co., Chicago
- Bolts, Bolt Ends, Etc**
Columbus Bolt Works, Columbus, O.
- Boring Machines**
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York
- Box Corner Fasteners**
Cary Mfg. Co., New York
- Box Hasps and Hinges**
Cary Mfg. Co., New York
- Box Straps**
Cary Mfg. Co., New York
- Boxes (Hardware)**
J. D. Warren Mfg. Co., Chicago, Ill.
- Boxes (Paper)**
National Metal Edge Box Co., Philadelphia, Pa.
- Braces, Carpenters**
John H. Graham & Co., New York
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
- Brackets**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Brackets, Shelf**
Piqua Bracket Co., Piqua, Ohio
- Brands, Burning**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Brass Goods**
Walworth Mfg. Co., Boston, Mass.
- Brick Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Bridge Rods**
Columbus Bolt Works, Columbus, O.
- Broad Axes**
National Cutlery Co., Detroit, Mich.
- Builders' Hardware**
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
- Bungs**
John Sommer's Son, Newark, N. J.
- Butcher Knives, Tools and Steels**
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
- Butchers' Scales**
John Chatillon & Sons, New York
- Butchers' Tools**
John Stortz & Son, Philadelphia, Pa.
- Butchers' Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Butts, Door**
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
- Butts, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Cabinets, Bolt**
J. D. Warren Mfg. Co., Chicago, Ill.
- Cabinets (Display)**
J. D. Warren Mfg. Co., Chicago, Ill.
- Cabinets, Hardware**
J. D. Warren Mfg. Co., Chicago, Ill.
- Cabinets, Medicine**
Udell Works, Indianapolis, Ind.
- Cake Moulds**
C. A. Chapman, Geneva, N. Y.
- Calipers**
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Can Openers**
John H. Graham & Co., New York
A. F. Meiselbach & Bro., Newark, N. J.
- Carpenters' Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Carpet Beaters**
Holt-Lyon Co., Tarrytown, N. Y.
- Carriage Bolts**
Columbus Bolt Works, Columbus, O.
- Carriage Top Dressing**
Frank Miller Co., New York
- Carriers, Hay**
F. E. Myers & Bro., Ashland, Ohio
- Cases (Display)**
J. D. Warren Mfg. Co., Chicago, Ill.
- Cases (Screw & Bolt)**
J. D. Warren Mfg. Co., Chicago, Ill.
- Casters**
Faultless Caster Co., Nebraska City, Neb.
- Casters Furniture**
Geo. P. Clark Co., Windsor Locks, Conn.
- Catalogue Cases**
J. D. Warren Mfg. Co., Chicago, Ill.
- Cement Rollers**
John Stortz & Sons, Phila., Pa.
- Chafing Dishes**
Buffalo Mfg. Co., Buffalo, N. Y.
- Chain Hoist**
Jos. F. McCoy Co., New York.
- Chain Pump Buckets**
Henry C. Freshour, Bridgeport, Conn.
- Chains**
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Onaida Community, Onaida, N. Y.
- Chains, Cow**
Covert Mfg. Co., Troy, N. Y.
Onaida Community, Kenwood, N. Y.
- Chains, Halter**
Onaida Community, Ltd., Kenwood, N. Y.
- Chains, Sash**
Onaida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Chair Seats**
Eureka Chair Seat Co., Syracuse, N. Y.
- Checks, Brass**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Cherry Stoners**
Enterprise Mfg. Co. of Pa., Phila.
- Chisels**
L. & I. J. White Co., Buffalo, N. Y.
- Chisels, Cold**
John Stortz & Son, Philadelphia, Pa.
- Chisels, Firmer**
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.
- Clamps**
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clamps, Rug and Carpet**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Cleavers**
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.
- Clippers**
Coates Clipper Mfg. Co., Worcester, Mass.
- Clippers, Horse and Barbers'**
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York
- Clocks, Alarm**
Western Clock Mfg. Co., La Salle, Ill.
- Closet Pulls**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clothes Bars**
A. J. Phillips Co., Fenton, Mich.
- Clothes Driers**
C. A. Chapman, Geneva, N. Y.
- Coach Oil**
Snow Flake Axle Grease Co., Fitchburg, Mass.
- Coat Hanger (Folding)**
Leader Mfg. Co., Hartford, Conn.
- Coat, Hat and Ceiling Hooks**
John H. Graham & Co., New York
- Coffee and Spice Mills**
Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.
- Coil Springs (Door)**
Pullman Mfg. Co., Rochester, N. Y.
- Coke Forks**
Geneva Tool Co., Geneva, O.
- Conductor Pipe**
Am'can Steel Roofing Co., Middletown, N. J.
- Contractors' Asphalt Tools**
John Stortz & Sons, Philadelphia, Pa.
- Cooking Utensils (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Coopers Tools**
L. & I. J. White Co., Buffalo, N. Y.
- Cork Pullers**
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.
- Corkscrews**
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York
- Corn Hooks**
Geneva Tool Co., Geneva, O.
- Corn Poppers**
C. A. Chapman, Geneva, N. Y.
- Corundum Wheels**
Pike Mfg. Co., Pike, N. H.
- Cotton Hoes**
Geneva Tool Co., Geneva, O.
- Counterfelt Detectors**
Pelouze Scale & Mfg. Co., Chicago
- Counters, Hardware**
J. D. Warren Mfg. Co., Chicago, Ill.
- Counters, Nail Bin**
J. D. Warren Mfg. Co., Chicago, Ill.
- Counters (Nail)**
J. D. Warren Mfg. Co., Chicago, Ill.
- Countersinks**
C. E. Jennings & Co., New York
- Cover Lifters, Stove**
Fanner Mfg. Co., Cleveland, O.
- Crayons**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Cupboard Catches**
Champion Safety Lock Co., Geneva, O.
- Cupboard Turns**
Champion Safety Lock Co., Geneva, O.
- Curled Hair**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Curry Combs**
John H. Graham & Co., New York
- Cuspadores**
Buffalo Mfg. Co., Buffalo, N. Y.
- Cutlery, Pocket**
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England
- Cutlery, Table**
Alfred Field & Co., New York
Lamsen & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England
- Cut Nails**
Fuller Bros. & Co., New York
- Cutters, Rod**
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Cutters, Wire**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Cutting Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Dampers**
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
- Dies, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Display Racks**
Piqua Bracket Co., Piqua, Ohio.
- Dogs Collars and Muzzles**
Alfred Field & Co., New York
- Door Holders**
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.
- Door Checks and Springs**
Caldwell Mfg. Co., Rochester, N. Y.

- Drain Cleaners**
Iwan Bros., Streator, Ill.
- Drawers, Hardware**
J. D. Warren Mfg. Co., Chicago, Ill.
- Drawer Pulls**
Champion Safety Lock Co., Geneva, O.
- Drawing Instruments**
C. E. Jennings & Co., New York
Keuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.
- Drawing Knives**
L. & I. J. White Co., Buffalo, N. Y.
- Drills, Bench**
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)
- Dripping Pans**
The Bronson Walton Co., Cleveland, O.
- Dry Goods Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Dumb Waiters**
Kimball Bros. Co., Council Bluffs, Iowa
- Dye House Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Ears, Knobs and Handles**
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co., Buffalo, N. Y.
- Egg Beaters (Dover)**
Holt Lyon Co., Tarrytown, N. Y.
- Egg Whips**
C. A. Chapman, Geneva, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Elevator Enclosures and Bars**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Enamel Ware (Turquoise)**
Reed Mfg. Co., Newark, N. Y.
- Envelope and Stamp Lubricators**
Pelouse Scale & Mfg. Co., Chicago
- Export Agents**
John H. Graham & Co., New York
- Fans (Ventilating, Ceiling)**
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**
New Jersey Wire Cloth Co., Trenton
and New York
- Farming Tools**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Faucets, Wood**
John Sommer's Son, Newark, N. J.
- Fences (Steel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.
- Filters, Water**
N. A. Watson, Erie, Pa.
- Fire Arms**
Alfred Field & Co., New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Fireplace Fixtures**
Rosand Mfg. Co., Milford, Conn.
- Fire Pots**
Clayton & Lambert Mfg. Co., Detroit, Mich.
- Fishing Tackle**
Clark Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Flintstone Enamel Steel Ware**
Reed Mfg. Co., Newark, N. Y.
- Floor Plates**
American Tube and Stamping Co., Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
The Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York, N. Y.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Lid**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Ware**
Reed Mfg. Co., Newark, N. Y.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleveland, O.
- Gauges**
The H. H. Mayhew Co., Shelburne Falls, Mass.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
The H. H. Mayhew Co., Shelburne Falls, Mass.
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
The H. H. Mayhew Co., Shelburne Falls, Mass.
- Glue**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grates**
Blacklock Foundry, South Pittsburgh, Tenn.
- Grinders (Lawn Mower)**
Root Bros. Co., Plymouth, Ohio.
- Gummers, Saw**
Henry Diaston & Sons, Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls, New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Cabinets**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Cases**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Shelving**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Iwan Bros., Streator, Ill.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Fullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleveland, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Fraser Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Fraser Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Haps and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Holt (Chain)**
Jos. F. McCoy Co., New York.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hollow Ware**
Blacklock Foundry, South Pittsburgh, Pa.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Hoof Oil**
Fraser Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Onida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**
Capewell Horse Nail Co., Hartford, Conn.
- Horse Pokes**
Theo. J. Ely Mfg. Co., Girard, Pa.
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Holders, Pillow Sham and Dust Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Ice Balances**
John Chastillon & Sons, New York
Pelouse Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chastillon & Sons, New York
- Ice Cream Freezers**
The Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros., Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Nashua, N. H.
- Ice Picks**
John Chastillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
The H. H. Mayhew Co., Shelburne Falls, Mass.
- Ice Tools**
John Chastillon & Sons, New York
Erie Specialty Co., Erie, Pa.
John Roberts & Son, Phila., Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Injectors**
N. A. Watson, Erie, Pa.
- Injectors, Excelsior**
N. A. Watson, Erie, Pa.
- Inverted Light**
Wiederhold Light Co., New York, N. Y.
- Ironing Boards**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Ironing Boards (Auxiliary)**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago, Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders, Rolling**
Bicycle Step Ladder Co., Chicago, Ill.
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mower Grinders**
Root Bros. Co., Plymouth, Ohio.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
Leader Mfg. Co., Hartford, Ct.
John Sommer's Son, Newark, N. J.
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleveland, Ohio.
- Levels**
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Light (Inverted)**
Wiederhold Light Co., New York, N. Y.
- Lighting Systems**
American Gas Machine Co., Albert Lea, Minn.
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks and Knobs**
John H. Graham & Co., New York
- Lubricants**
Jos. Dixon Crucible Co., New York and Jersey City, N. J.
- Lubricators**
Geo. W. Cole Co., New York, N. Y.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Rochester, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Diaston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City, New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
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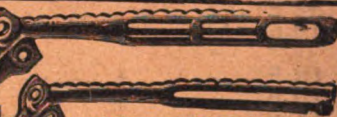
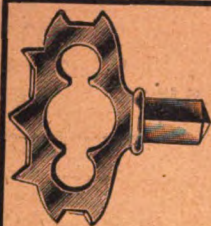
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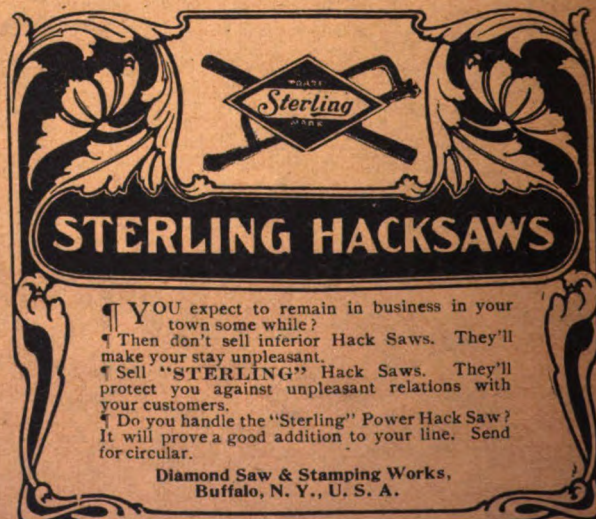
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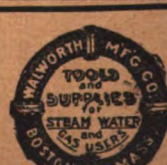
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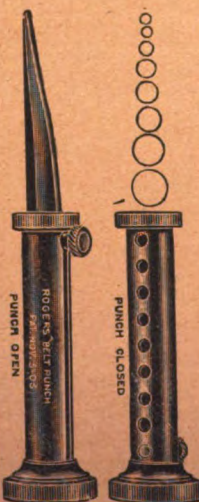


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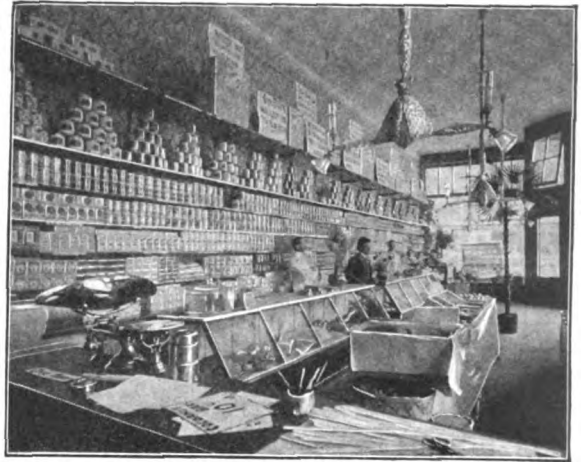
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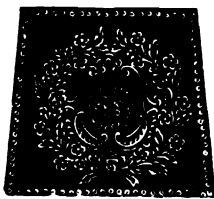
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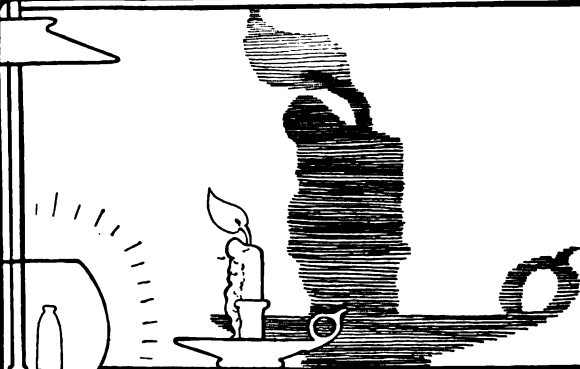
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Before you purchase a lighting system write us
for estimates.

American Gas Machine Co.
Albert Lea, Minn.

REED'S Flintstone Enameled Steel Ware

Has Trebled Its Sales

within a year. Its sale has been so phenomenal because it is just what every thrifty housewife wants and needs.

Flintstone is light, artistic, seamless, sanitary and durable.

It is the best moderate priced Enameled Steel Ware on the market.

The chemicals used in its manufacture are imported from Germany and Austria in a raw state, which gives Flintstone the advantage over imported wares.

Ten Years' Guarantee

is given with every piece of Flintstone. It is such an attractive seller that one pleased customer begets another.

If you "want to be near the band-wagon" to hear the music—the jingle of profits from Flintstone, write to-day to

REED MANUFACTURING CO.
NEWARK, N. Y.

BRANCH OFFICES

NEW YORK OFFICE: Irving Building, Hudson and Chambers Streets; Telephone, Franklin 4820.
CHICAGO OFFICE: No. 223 W. Twelfth St.; Telephone, Monroe 1411.
CINCINNATI OFFICE: No. 11 East 2nd Street.
ST. LOUIS OFFICE: 218 North 3rd Street.



THE

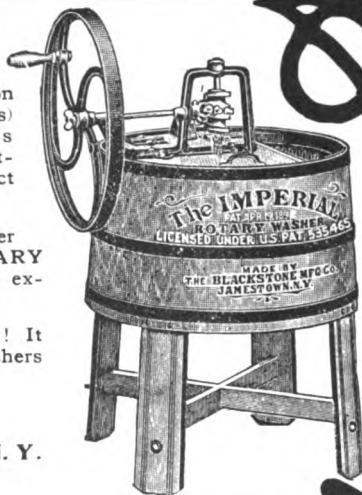
Imperial Rotary Washer

THE record it has made for itself by its noiselessness—its easy operation (has all steel roller bearings)—its handsome finish—its gold and aluminum bronze castings—has caused people to expect more of Washers than they used to.

This is unfortunate for other washers; the IMPERIAL ROTARY still gives more satisfaction than is expected.

You ought to have our catalogue! It shows the most complete line of washers on the market.

BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.
Established 1871.



Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



THE SMILE

THAT WON'T COME OFF

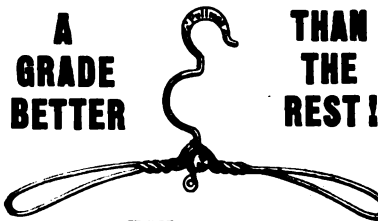
Is always worn by the THRIFTY HOUSEWIFE who uses a

WHITE LILY
WASHING MACHINE

WRITE FOR EXCLUSIVE AGENCY

WHITE LILY WASHER CO.

TOLEDO, OHIO DAVENPORT, IOWA

"PULLMAN"
Folding Coat Hangers.

New Features—Way ahead of them all. Packed in Counter Display Boxes. A fixed retail price. Prepare for the demand.

Pullman Mfg. Co., Rochester, N. Y., U. S. A.

AGENCY **JOSEPH RODGERS & SONS, LTD.**

FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND

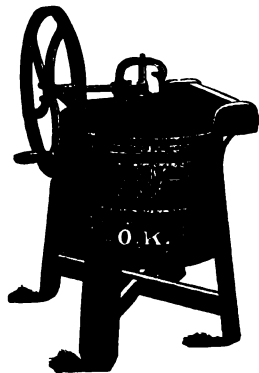
Has had neither equals nor superiors in the manufacture of

Carving Knives
and Forks, Table
Cutlery, Scissors,



Razors, Hunting
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ALFRED FIELD & CO., 93 Chambers St., New York



WRITE US and tell us
if you are handling the

O. K. WASHING MACHINE

The washing machine that's advertised in all the leading farm journals.

We want to refer inquiries to you.

H. F. BRAMMER MFG. CO., Davenport, Iowa.

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**Polygon
Conductor
Pipes
Won't Burst.**

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

**THE
American Steel Roofing Co.**
Middletown, O.

Order Your Corn Cutters Now

The Corn Cutter is one tool which the Farmer demands must be absolutely perfect.

No awkward, dull-easy, break-easy hooks or knives for him.

Sell him the best CORN HOOK or KNIFE that brains, energy and money can produce—ONE OF OUR MAKE—if you want his perpetual good will and patronage.

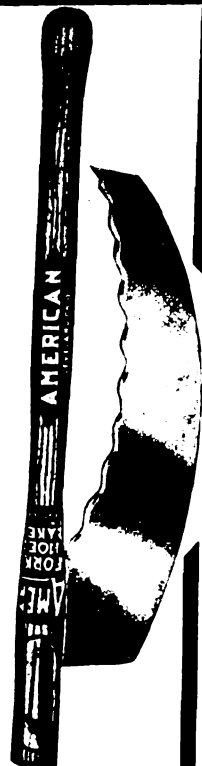
It's time you were ordering; ask your jobber for one of these brands.

"Withington & Cooley Mfg. Co., Jackson, Mich."

"Iowa Farming Tool Co., Fort Madison, Iowa."

AMERICAN FORK & HOE CO.

Cleveland, Ohio.



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Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines in great variety, have been used for twenty-five years by the most discriminating sportsmen.

We know how to make it and sell it to you, Mr. Dealer, at profitable prices.

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FORCEFUL
SELLING AGENT
IS THE
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DISSTON SAWS

THEY
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HENRY DISSTON & SONS, INC.
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each ad. in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him — write anyway.

"Always Mention HARDWARE"
for having "put you wise."

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Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Regular College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free. Sprague Correspondence School of Law, 723 Majestic Bldg., Detroit, Mich.

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Sand Papers } **Flint Paper**
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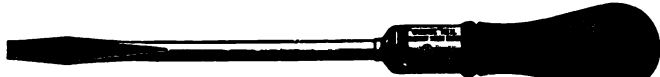
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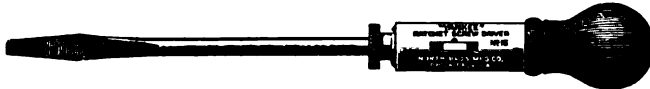
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87 BECKMAN STREET, NEW YORK.
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Ask
Your
Jobber
About
Them.



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NO. 15—RATCHET, WITH FINGER TURN ON BLADE



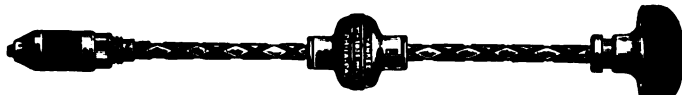
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ESTABLISHED 1836.

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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

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Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



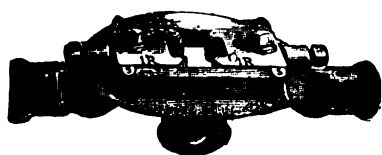
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Superior to Castor Oil; lasts longer, and will not gum.

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Durable,
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The GENUINE Armstrong Stocks and Dies have for years met the most rigid requirements for mechanical excellence.

They will give better satisfaction than any others you can buy. They are *standard goods* the world over.

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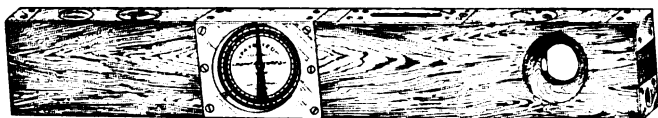
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**Do You Want
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Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

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IS THE "ALWAYS
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**Barbers', Toilet,
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**Electric Grooming
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Prices quoted on request.

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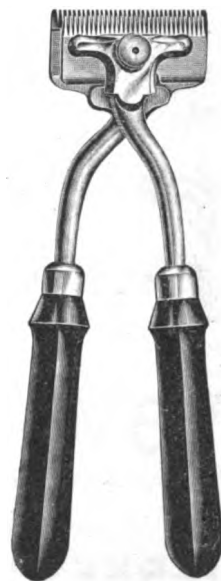
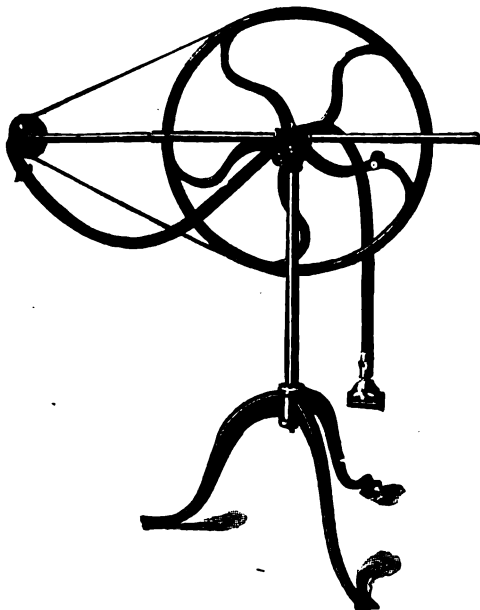
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The point for you
to remember about the

FAULTLESS Pivot Bearing CASTER



is the turning point—

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THERE

"The Faultless" never refuses to turn, because it is supplied with Faultless Patent Steel Spring Sockets.

The Faultless is interchangeable; will fit six different sizes of wood bed sockets.

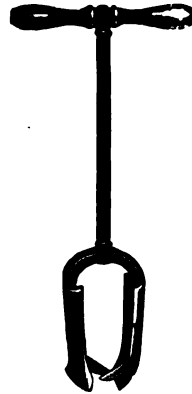
The Faultless received the highest award at the World's Fair, 1904, over all other casters.

It never refuses to turn itself into dollars and cents. Try a sample lot.

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Best in the world for all kinds of earth boring. Sizes 3, 4, 5, 6, 7, 8, 9, 10, 12 and 14 inch. Makes a hole smoothly and quickly; empties easily; is very durable. No suction when removed from the hole.

Gives you more profit than any two other augers or diggers and satisfies your customers better.

The most largely sold and most prominently advertised auger on the market.

All prominent jobbers handle these augers and our other goods.

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Makers also of Post Hole Diggers, Sickle Edge Hay Knives, Tile Drain Cleaners, Excelsior Open-back Tiling Spades, Revolving Chimney-Tops and Wire Conductor Pipe Hangers.

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THEY HOLD AN EDGE — — — NO HARD OR SOFT SPOTS

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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

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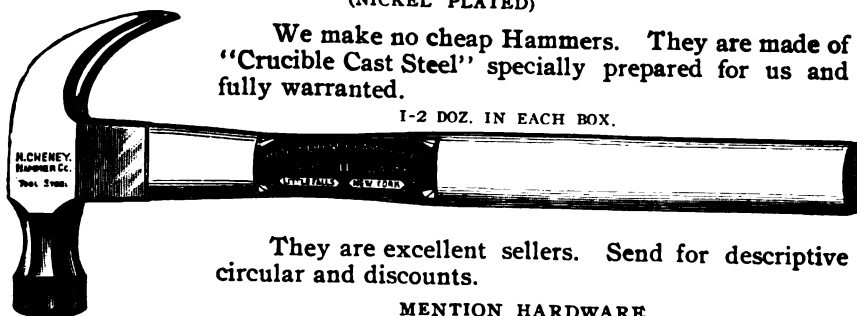
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The Best
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The Best
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We make no cheap Hammers. They are made of "Crucible Cast Steel" specially prepared for us and fully warranted.

1-2 DOZ. IN EACH BOX.

They are excellent sellers. Send for descriptive circular and discounts.

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Our Hammers

Have an enduring reputation for stubborn endurance in roughest usage.

5/8 HENRY CHENEY HAMMER CO., Little Falls, N.Y., U.S.A.

ONCE USED, ALWAYS USED.

The IDEAL LAWNMOWER GRINDER

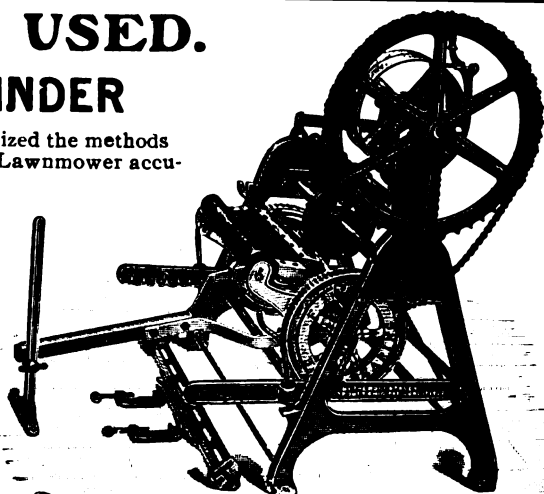
is a machine that within three years has, to a great extent, revolutionized the methods of sharpening Lawnmowers. It is practically impossible to sharpen a Lawnmower accurately with a file, especially as so many Mowers have hardened blades which require very hard work to file at all and at best it is a thankless task. But with our

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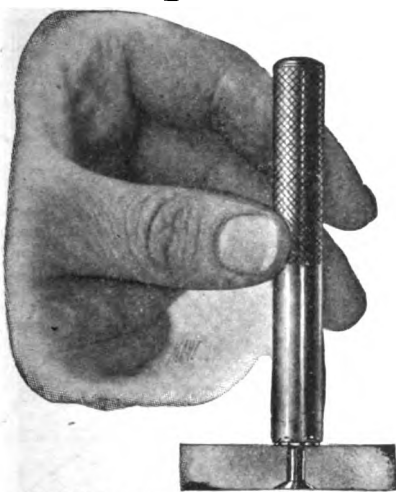
any person with ordinary intelligence can sharpen a Lawnmower with accuracy in one-half the time required by the old method. The "Ideal" Grinder will grind any desired clearance behind the cutting edge, and the blades will all be ground the same distance from the center, or straight across, so that each blade touches the steel cutting bar along its entire length.

Write for further particulars, prices, etc.

ROOT BROTHERS CO., Plymouth, Ohio



The Simplex Riveter



Price with 12 boxes of Rivets **\$1.50 per doz.**

This is the simplest possible form of tool for setting tubular and split rivets and is also the easiest and simplest to use; all that is necessary being a wagon tire or other convenient hard surface to rest the head of the rivet against and a hammer or wrench to drive with. The illustration explains the method of using.

This is new and sells like hot cakes at 25 cts., with a box of 50 rivets included.

For sale by leading jobbers, or we will send one dozen prepaid with 12 boxes of rivets on receipt of the price.

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Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer . . .

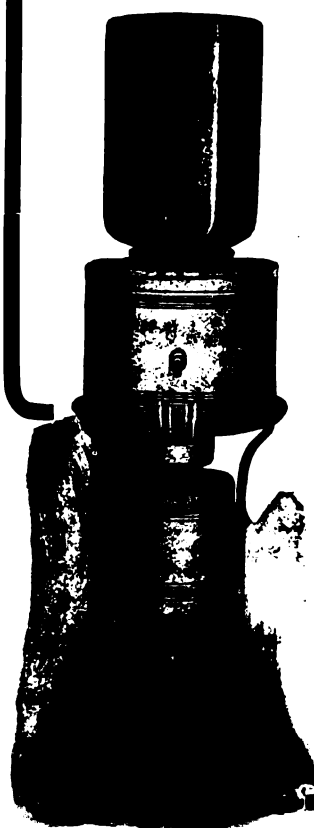
Rose Water Coolers

for sale through
Hardware Dealers.

Merit and price
have made their demand enormous.

Send for circular
and prices to-day.

Rose Mfg. Co.
505-13 W. 50th St.,
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AN OIL THAT TALKS

You do not have to say
one word—

3 in One

sells itself. The high quality of the oil and the great quantity of our advertising bring people right up to your counter. Any boy can wrap up a bottle. No selling expense, good profits (50 per cent and 100 per cent.) quick sales— isn't that making money? Ask your jobber.

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Don't Overlook This Fact

We manufacture high grade
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Goods only.

Our goods are excellent in quality
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There's profit for you in our
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Valves, Mats, Matting
and Specialties**

for that very reason.

OUR CATALOGUE
tells of our complete line. Don't delay
Write for it to-day.

VOORHEES RUBBER MFG. CO.
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C. & F. WIRE STRAIGHTENER.



Straightens wire
from No. 3 to No.
20. It is 14 inches
long, 4 1/2 high and
5 wide. Weight
25 pounds.
Send for Circular.

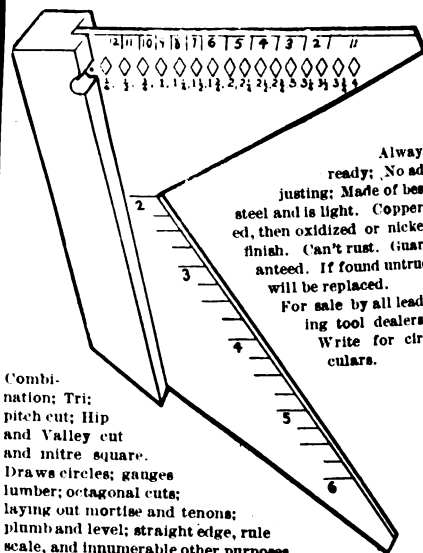
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Fine Hand Cut STEEL LETTERS and FIGURES.
Send for Catalogue. BRIDGEPORT, CONN.

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Always
ready; No ad-
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steel and is light. Copper-
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For sale by all lead-
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and mitre square.
Draws circles; gauges
lumber; octagonal cuts;
laying out mortise and tenons;
plumb and level; straight edge, rule
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To operate, you simply reverse it from side to side.
It marks 1/8 inch on one side and 1/4 inch on the other.

The Duby & Shinn Mfg. Co., Inc.
Office and Works, 34 E. 29th St., N. Y. City

Take off your hat to "The Myers!"
BEST PUMP ON EARTH.

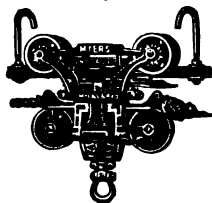


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HAY RACK CLAMPS

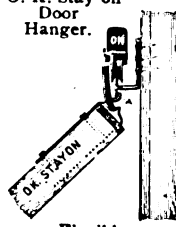
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Steel Track.
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O. K. Stay-on
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Flexible.

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Head-
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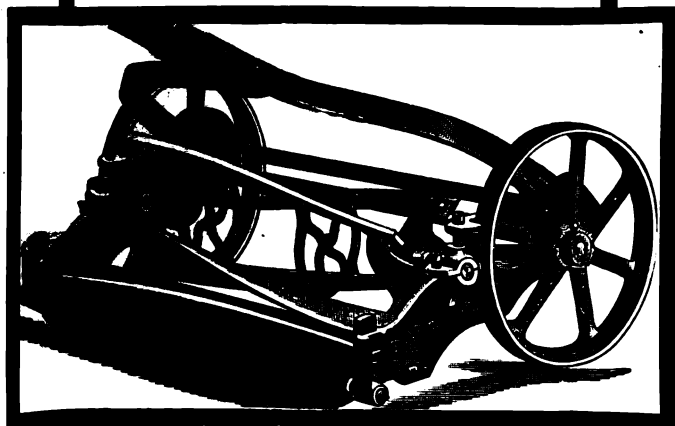
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O. O. & E. P. TOWNSEND,
New Brighton, Penn.

GENUINE Philadelphia Lawn Mowers



STYLE E, HIGH WHEEL

A Point of Excellence

in this style is its solid frame: The Box cap to cylinder cutter and the cutter itself can be removed without disturbing frame.

Made of iron and steel. Has 4 blades, 10 inch wheel, $6\frac{1}{2}$ inch cylinder train of 3 gears, double ratchet.

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Philadelphias are the Mowers "with a go." They sell when other kinds fail to sell. They have the name for bestness.

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L. & I. J. White Co.'s Edge Tools have been marketed for nearly three quarters of a century.

It requires, therefore, no second glance to determine their superiority over any others on the market.

Thousands of skilled mechanics use them to-day because their fathers used them before them.

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The L. & I. J. White Co.

BUFFALO, N. Y., U. S. A.

BRANCHES—New York, N. Y. Chicago, Ill.

FILTER SEASON 1906 AT HAND

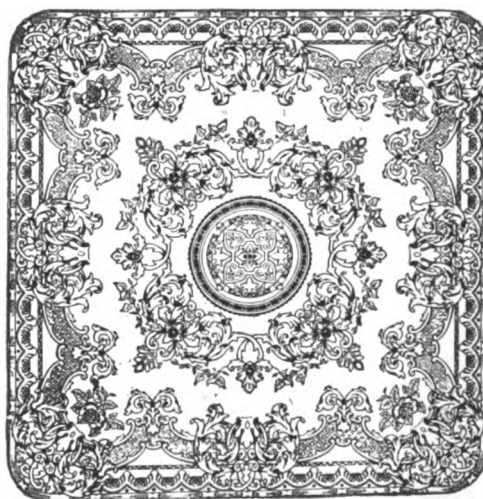
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Established over 100 years
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Zinc, Embossed. Paper Lined.
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Manufactured by

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There's Money In It

The dealer who handles the Bi-Ped Tack Puller is sure of a ready seller. There's a great demand everywhere for this most helpful household article. Anyone can see at a glance how useful it is. A slight pressure on the handle of the

Bi-Ped Tack Puller

will lift the tacks straight up out of the floor without destroying them. It has one foot for carpet and one foot for matting tacks. Made of finest grade of steel. Will not break nor get out of order. Retail for 25 cents. We will send sample including both feet for 20 cents to any dealer, or will deliver one dozen to any dealer in United States for \$2.00. Write for full particulars, advertising literature, catalogue and quotations.

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1008 Arcade Building,
Philadelphia.



THE SCHWEDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and
Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.



FRYING-PAN CLOCKS

are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 586.

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The "ORIGINAL JENNINGS" AUGERS and AUGER BITS

For Sale by all Hardware jobbers
The Russell Jennings Mfg. Co., Deep River, Conn.



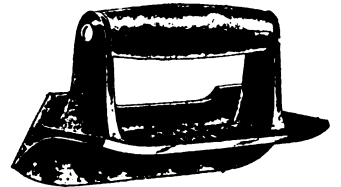
Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

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Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

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Complete Line CEMENT WORKERS, PAVIORS and CONTRACTORS TOOLS.
Low Prices. Write for Catalogue.

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210-212 Vine St., Phila., Pa.

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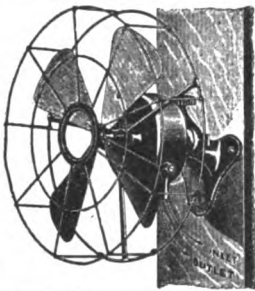
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HARDWARE

HAROLD McALLA IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.

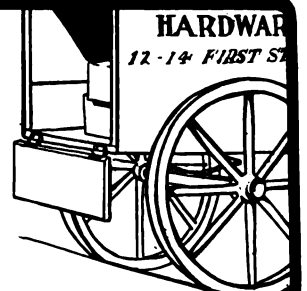
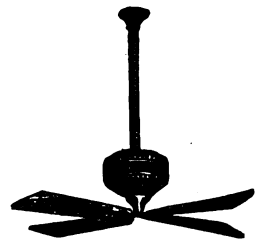
619 North Front St., PHILADELPHIA



FANS

WATER FANS FOR DESK AND WALL ONLY
ELECTRIC FANS FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO
D. L. BATES & BROTHER, Dayton, O.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

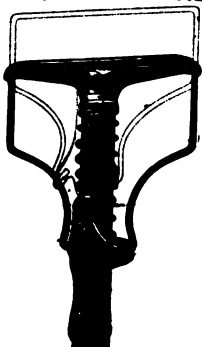
will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head.

THE CRYSTAL COFFEE MILL
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

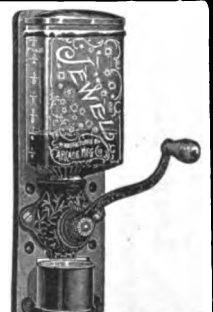
THE RIGHT SPACE SPICE CABINET
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

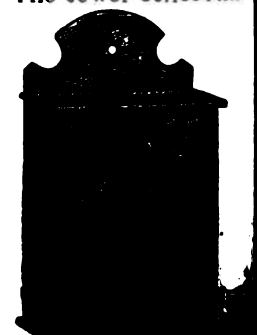
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



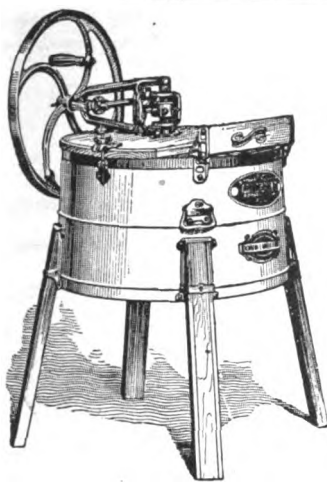
The Jewel Coffee Mill



Right Space Spice Cabinet

Two of the World's Winners

The MAJESTIC WASHING MACHINE



We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

Does that tell the story?

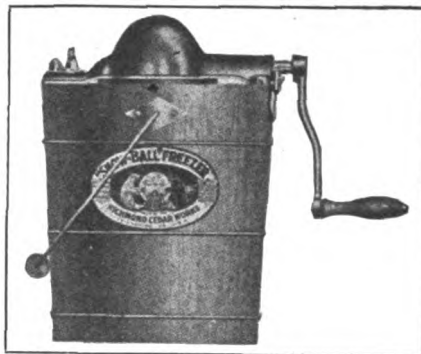
We will verify these
figures if you wish us to.

It is the quickest seller
and commands the
biggest profit to you of
any Washing Machine
made. That is why you
should sell it. The tub

of the Majestic is made of selected **Virginia White Cedar**, and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops**, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

Whether you are JOBBER or DEALER write us to-day for particulars and prices which will surprise you.

The SNOW BALL



FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer**. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of **Virginia White Cedar**, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

It's All In The Flare

of the Beater which has given to
**Holt's Improved Dover
Egg Beater and Cream Whip**
such popularity with thrifty
housewives everywhere.

Beats eggs
in
20 seconds.

Four times
faster than
the Best
Hand Beater
and much
lighter and
stiffer.

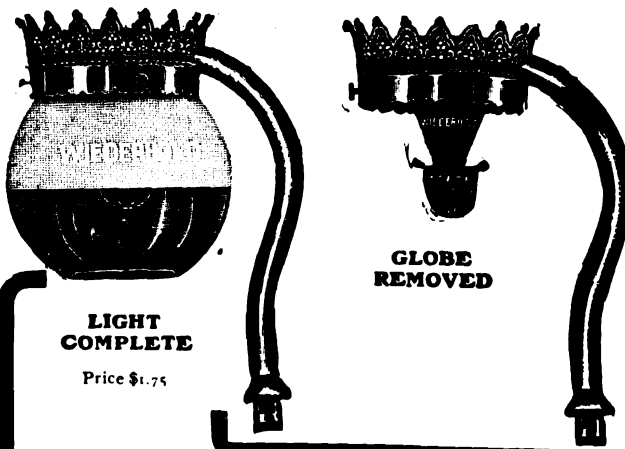


Because
the Flare is
one-third
larger than
the ordinary
size Beater
and it's the
Flare that
makes it
sell.

Over 25 Tons sold in England in six months!
We make the "Cleaner" Carpet Beater.
*If you are not, you ought to handle it.
Write for prices to-day.*

Holt-Lyon Company
Tarrytown, N. Y., U. S. A.

The Wiederhold Inverted Light



**LIGHT
COMPLETE**

Price \$1.75

**GLOBE
REMOVED**

The Best--Because

It never flashes back, blackens mantels nor smokes.
Does not flicker.

It's ornamental, durable and gives

50 Per Cent. More Light

at less cost for gas and mantels. Fits any fixture—
burns all kinds of gas.

Mark: Its Rays Are Downward.

We want a representative in every town. Write us.

The WIEDERHOLD LIGHT CO.
96 Warren St., New York

Here

The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying **now**—Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

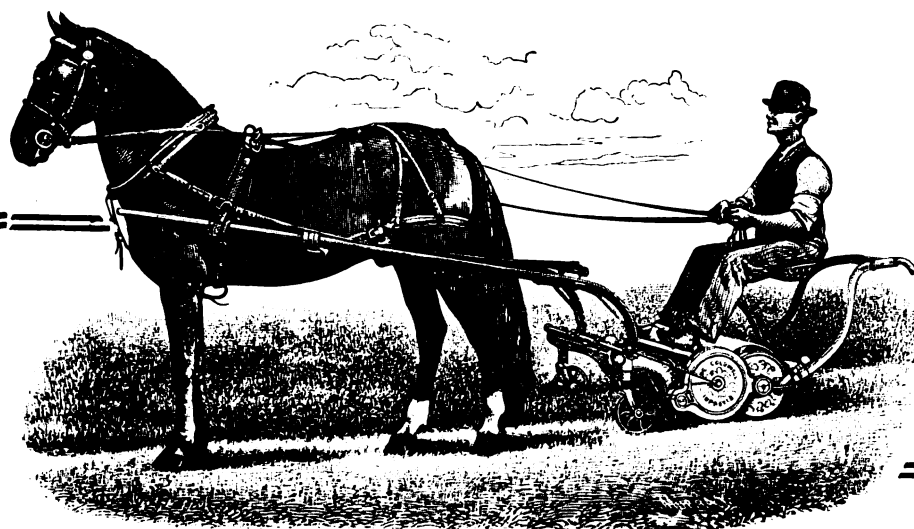
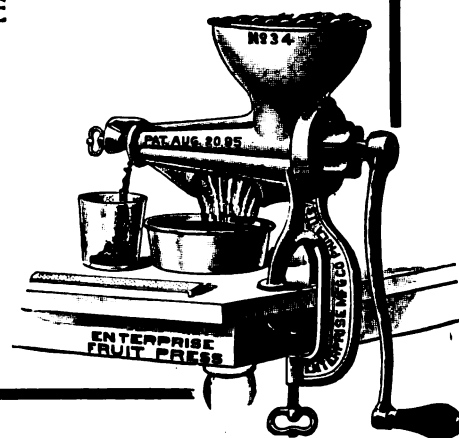
All of which to be right, must be

"ENTERPRISE"

"ENTERPRISE" FOOD CHOPPERS SELL ALL THE TIME

Write for free copies of our newest booklet, "The Cook, Her Critic and—." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



Coldwell's Improved Horse Mower.

Coldwell Lawn Mowers

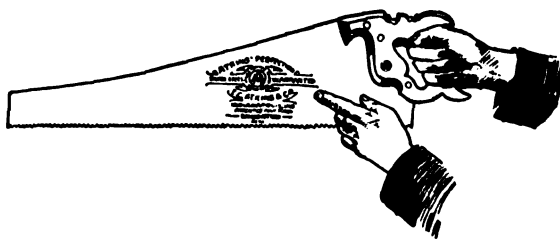
Coldwell Horse Mowers

Are Used Exclusively on the Parks of GREATER NEW YORK, also on the Parks of Buffalo, Detroit and many other large cities, and by the UNITED STATES GOVERNMENT.

Send for Catalogue
of Coldwell Hand, Horse and Motor Power Mowers.

COLDWELL LAWN MOWER CO., . . . Newhurgh, N. Y.

THIS IS THE SAW



that pays—It pays you to sell them—pays your customer to buy them **THE SAW OF QUALITY**—Made on honor. Every detail perfect.

ATKINS High Grade Silver Steel SAWS

"Finest on Earth"—Send for 1906 Catalogue full of value from cover to cover.

E. G. ATKINS & CO., Inc., HOME OFFICE AND FACTORY **Indianapolis, U. S. A.**

BRANCHES: Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, San Francisco, Seattle and Toronto, Canada.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all

Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.

257 W. Exchange St., Providence, R. I.

WE CAN PLEASE YOU

Twice

The name and fame of

Rostand Fire Place Fixtures

make them the most profitable sellers.

Catalog H Tells
Don't Delay.

**Rostand
Mfg. Co..**



Over

We reproduce old designs. Our

Brass and Copper Candelsticks

please and beget customers.

a Convincing Tale.
Send for It To-day.

**Milford,
Conn.**



Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1836, NEW YORK CITY.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE . . .

Champions, the

All Kinds of Wood and
Steel Barrows.

World's Best.

THE BRYAN MFG. CO., BRYAN, OHIO,
U. S. A.



The Smith & Egge Mfg. Co.,
BRIDGEPORT, CONN.

Manufacturers of



Sash Chains

3 3 3

"Giant," "Red Metal"

• • Cable and Jack

Chains...

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. ∴ ∴ ∴

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New York Agent : J. J. Halpin, 62 Reade Street.
Philadelphia Agent : W. E. Trull, 13 N. Sixth Street.
Chicago Agent : H. H. Munger, 142 Lake Street.
St. Louis Agents : The Seidel Mfg. Co., Chemical Bldg.



THIS CAN

HAS A

**CLOCK SPRING
STEEL BOTTOM**

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel.

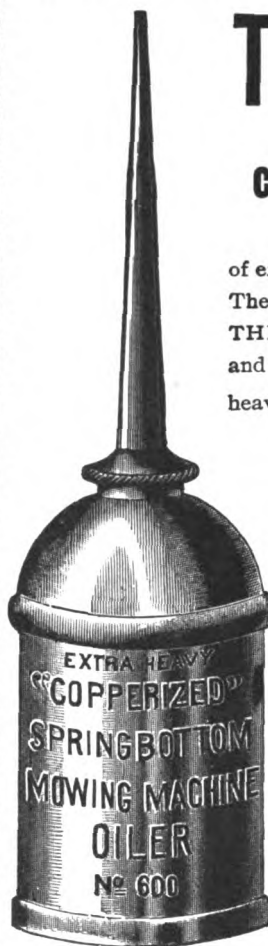
Beautifully Finished. It readily commends itself to all **AGRICULTURAL** and **HARDWARE DEALERS** on account of its Elegance, Durability and Cheapness.

**Special Price on Large
Orders from the Job-
bing Trade.**

**THE AMERICAN TUBE
& STAMPING CO.,**

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of
Fine Mechanical Tools.

The L. S. Starrett Co.
Athol, Mass., U. S. A.



THE NETTLETON REVERSIBLE NIPPERS

have two jaws—each jaw has two fine cutting edges, each held in place by two screws.

The jaws are unusually strong, easily reversible, adjustable and interchangeable.

Five Sizes, 6-8-10-12-14 inches
For 1-16 1-8 3-16 1-4 5-16 wires

2 TOOLS IN 1 HALVING THE COST

If its dollars you're after
handle the Nettleton Nippers.
They sell quickly and at a good
profit to you.

Send for sample and prices.

THE NETTLETON MFG. CO.

Office and Salesroom
157 CHAMBERS ST.,
NEW YORK

Factory: Middletown, Conn.
Address all correspondence
pertaining to sales to N. Y. Office



HARDWARE

Butler Bros., Chicago, Ill., have leased from Sears, Roebuck & Co., about 250,000 square feet of floor space in the building formerly occupied by the latter firm at Fulton and Desplaines Streets. The space leased comprises the entire ten-story building at this location, which is 150 by 170 feet. The lease runs for one year, the lessee having an option on a five-year extension.

The Manhattan Electrical Supply Co., at present located at 32 Cortlandt Street, New York, will, on or about May 1 next, move to No. 17 Park Place, where they will occupy the entire building, consisting of five floors above the street, and accompanying cellar room. The building is being thoroughly renovated and entirely remodeled both inside and out, in order to adapt it to the company's requirements and accommodate their growing business.

The Masbach Hardware Co., which is now in occupancy of their new building at 84 Warren Street, New York, have just issued a new supplement and discount sheet of 27 pages. This pamphlet has been condensed from the company's complete catalogue, and contains also many additional items of interest concerning the goods they deal in and of which they carry a full stock.

NORWALK LOCK CO.'S NEW SALES MANAGER.

At a regular meeting of the directors of the Norwalk Lock Co., South Norwalk, Conn., held April 11, M. R. McCausland was made general sales manager. He will supervise the methods of handling the finished product of the company, which consists of a full line of excellent Builders' Hardware made in all the latest styles of patterns and finishes. Mr. McCausland has been eighteen years with Sargent & Co., which amply qualifies him for the important position to which he has been appointed.

BROADSIDE ADVERTISING.

We have received a broadside sheet 21 by 25 from E. M. Austin, owner of Austin's Department Store, Litchfield, Ill., which is certainly chock full of detailed information regarding the assorted stock he carries. He heads the sheet "A Visit from the Price Cutter" and while doing its mission in a businesslike way, it is filled with paragraphs that are written in a style that is convincing and plausible, and possesses a drawing quality that interests a customer, like the following:

SPECIAL TO WAGE EARNERS EVERYWHERE.

No one in the thirty towns where Austin's Furniture, Stoves and Carpets are shipped need live in a room poorly furnished because you do not feel like paying cash for your needs. Hundreds of clerks, salesladies and wage earners of all kinds are enjoying cozily furnished homes on payments so small they scarcely miss the amount. Spend an hour in the Largest Housefurnishing Emporium in Central Illinois and note our low prices and easy terms on the articles you desire. Select what you wish, furnish reference, and make a small payment down. We will ship the goods at once, freight prepaid and safe delivery guaranteed. The other payments can be arranged to suit. There's nothing for the home we cannot furnish. Furniture, Stoves, Carpets, Dishes, Oil Cloth and Linoleum, Sewing Machines, Window Shades, Lace Curtains, Matting, etc. Remember, "It's yours to-day the Austin way."

As the circular is printed in two colors, red and black, these paragraphs look more readable in red, and occupy the centre of what must be considered a very taking style of advertising. Mr. Austin says: "Under separate cover we send copy of our circular issued every month. Every house in a dozen towns within twenty-five miles receives one of these circulars. These with extensive newspaper advertising enables us to ship to twenty surrounding towns in nineteen counties."

BOSS TILE SPADE CO.

The Boss Tile Spade Company has succeeded Belknap Bros., who were manufacturers of Old Style Boss tile and garden spades at Anamosa, Iowa, and will hereafter conduct the large plant there. The Boss tile spades are forged from genuine crucible fork steel and have been on the market for the past twenty years. They are known among the trade as staple articles which are ready sellers.

THE JOINT CATALOGUE HOUSE COMMITTEE.

The continued illness of T. Frank Ireland has caused his resignation from the Joint Committee, and A. H. Abbe, New Britain Conn., has been offered and has accepted the vacancy. His acceptance of the position will give the retail interests of the East an able representative, as Mr. Abbe has been an executive officer of the National Retail Hardware Association for two years, and is fully conversant with the duties appertaining to the busy position which he has accepted. He is president of the New Britain Business Men's Association, and ex-president of the Connecticut Retail Hardware Association, which amply qualifies him for the work.

GILBERT & BENNETT MANUFACTURING CO.

At a meeting of the directorate of the Gilbert & Bennett Manufacturing Co. at their offices in Georgetown, Conn., recently, a number of vacancies in the executive staff, caused by the recent death of Edwin Gilbert, were filled. Major David H. Miller, who has been with the company over fifty years and for some years its vice-president and treasurer, was chosen president to succeed Mr. Gilbert. Samuel H. Miller was elected vice-president and William H. Hunter, who has been connected with the company for over ten years, was selected to fill a vacancy in the Board of Directors.

THE NATIONAL HARDWARE ASSOCIATION.

The executive committee of the National Hardware Association will meet at the Hollenden Hotel, Cleveland, Ohio, on May 7, 8 and 9. A meeting of the Wholesale and Retail Joint Committee will follow at the same hotel on Thursday and Friday, May 10 and 11.

DECISION IN FAVOR OF SAVAGE ARMS CO.

Under date of April 18, the Savage Arms Co., Utica, N. Y., is sending to all their customers and dealers in firearms the following letter, which, referring as it does, to an important decision of the Circuit Court of Appeals, is self-explanatory:

To Our Customers and Dealers in Fire Arms:

GENTLEMEN:

Last summer we sent letters to you replying to a misleading circular, issued by the Marlin Fire Arms Co., of New Haven, Conn., to the effect that our rifles had been adjudged infringements upon patents owned by the Marlin Company. In our reply we told you that Marlin had instituted suits against two of our customers in his home town (New Haven); that these alleged infringements covered only our .22 calibre 1903 rifle and that we had undertaken the defense of these suits and would protect all dealers, purchasers and users of Savage Rifles against all claims for infringement. The United States Circuit Court of Appeals, sitting in New York City, has handed down decisions in each of these cases dismissing the suits of the Marlin Company, with costs against them and holding that our .22 Repeater does not infringe any of Marlin's patents in any particular. In spite of the misleading circular sent out by our competitor, the business of the Savage Arms Company continues to grow rapidly and the trade continues to buy our product. We wish, at this time, to inform our customers and friends of the decision of the Appellate Court, and take this occasion to thank them for their confidence in us and to assure them that it was not misplaced. In the future, as in the past, the Savage Arms Company will be the synonym for good rifles, honest workmanship, fair dealings, and "Savage Quality" will be a constant factor in our goods.

SAVAGE ARMS COMPANY.

DEATH OF RICHARD KAMPFE.

Richard Kampfe died at his home 184 Euclid Avenue, Brooklyn, N. Y., April 21st. He was a member of the firm of Kampfe Brothers, manufacturers of Star Safety Razors at No. 8-10-12 Reade Street, New York. Mr. Kampfe was born in Dresden, Germany, August 22, 1853. After learning the machinist trade in his native country, he, with his brothers, Frederick and Otto, all young men, immigrated to the United States where they laid the foundation of the extensive plant now operated under the firm name of Kampfe Brothers. For the past year Mr. Kampfe's health has been impaired and his death came suddenly at the last from heart failure. Mr. Kampfe was possessed of a wholesome, straightforward dignity. He was genial and hospitable and respected for integrity and sense of honor by both business and social acquaintances. He is survived by a widow, two sons and three daughters. The business will be continued by Frederick and Otto under the same name, Kampfe Brothers.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

| | |
|----------------------------|-------------------------|
| L. E. MACINTYRE, | President. |
| A. P. MITCHELL. | Secretary and Treasurer |
| HENRY HOPKINS, | Editor. |
| J. W. PENTZ, | Advertising Manager. |

APRIL 25, 1906

Editorial Trade Review

While the great volume of trade is unusually good during April, so far, it is noticeable there is a modified trade being done in a few lines that does not reach up to the standard expected. Great activity was developed in building throughout the country, so that in all that could affect that particular branch of the trade in builders' Hardware and supplies of all kinds there was a good demand and improved tools especially are in remarkably good request. The year 1906 will be a record year for anything in the line of builders' Hardware, the medium and better classes of it especially. In house trimmings and analogous goods there was never such an interesting and attractive assortment as at this time, and they are freely bought to supply the current wants. Heavy Hardware is reported excellent, there being an undoubted confidence expressed on several lines, so much so that a positive scarcity is felt in some of them.

The North and Northwest have had favorable weather during the past fortnight, which has stimulated trade to the utmost. The frequent urgency to make shipments is quite noticeable among manufacturers, especially on orders that have been given recently. Jobbers' stocks are kept comparatively light on such seasonable articles as Steel goods, etc., the demand for which has been unprecedented. Mechanics' tools of the better sort, that reflect in their purchase improved conditions of the labor market in all branches of trade, have known an excellent distribution this season, while revised quotations on Axes have enabled the jobbers, or at any rate most of them, to purchase for their wants in the Fall large orders at the prices prevailing. The manufacturers are full of orders for months ahead and are now withdrawing the lowest quotations, and agreeing upon prices that will prove more remunerative, thus giving the jobbers a chance to obtain an extra profit on a close line.

Wire and Cut nails are in full swing, the large building operations planned on all sides making a busy season, the requirements of the retail trade being well kept up, and the stock of nails kept fully assorted for immediate delivery. In a general way there is little attempt at speculation. Stocks are not bought in excess on the season's wants, and all dealers in special lines can be considered as conservative, when studying the wants of their respective trades. Price cutting is by no means the feature it has been in the past, having actually become a custom

"more honored in the breach than in the observance." Should we again be blest with good crops, and not meet with misfortunes that will affect crop conditions, we can look forward to another year of exceptional prosperity. Another calamity such as has befallen San Francisco, with a loss of \$200,000,000 of material wealth, would have a tendency to demoralize us and affect our national importance.

Retailers are all getting ready in the West for Spring business, but cautious buying is the rule, preferring to take the chances of the future than attempt to make any mistake. If these conditions are followed up carefully, they will affect the summer trade favorably, and prove even more favorable as the season advances.

The San Francisco Calamity

The appalling calamity which stunned San Francisco, one of the most delightful cities of the continent, on Wednesday of last week, has been heard and felt to the remotest corners of the earth. To be aroused from peaceful slumber at an hour of the morning when few are awake, and from an earthquake shock unequaled in its destruction, that most terrible form of unexpected death and desolation which could be inflicted; the inhabitants were fated to meet conditions which in the course of a few hours made insanity prevalent. Such fearful conditions following such a terrible and unexpected outcome remind us how near we ever are to death; with all the horrors of such an appalling disaster affecting us and bringing in its train no shelter for days to countless thousands, no food for the hungry mouths that were doomed to suffer untold privations, and direst of all fates, the absence of water for parched throats, which the breaking of the water mains deprived them of. It must be accepted as a fortunate circumstance that with a loss of material wealth of such great proportions as to count hundreds of millions, there will be a loss of life much less than the first rough estimate as to create a feeling of satisfaction. Knowing that business of all kinds will slowly recover its accustomed vigor, the city will arise from the ashes of its obliteration finer, better and greater than ever before, proving the indomitable will of the American people can always be relied upon to reap the best results in the face of dire disaster.

SELLING PAINT.

The Hardware dealer who has failed to get chummy with a number of men who ought to be in the paint market this season has missed a big slice of the season's opportunities. Other needs and opportunities may take a little shrewdness to discover; the needed paint tells its own story to all who pass, including all of the dealer's competitors, and it is telling it in a less visible manner to the pocket-book of the neglectful property owner.

Herein lies an added inducement to the dealer to land an order; the customer will himself be the most important beneficiary in the deal. He is losing money by delay through damage to his property, and the man who shows the matter up to him in its proper light will be his good friend, for he is simply taking as his commission a part of what Dame Fortune would otherwise take out of him as a forfeit fee for his neglect.

Remember though that telling some men their house needs painting is like telling a boy his face is dirty. It is well to size up the boy first and approach him diplomatically.

THE PROFITABLE ORDER.

It is the kind of orders that would not come of themselves that tell the hustle story; not the pound of nails or granite kettle that has to be purchased anyway but the much needed coat of paint that might be allowed to run till another season but for the right word from the dealer; the farm implement that would so greatly increase the efficiency of its owner's work but that would

be gotten along without somehow; the new lawn fence; the incubator or washing machine.

Here, too, the conscientiousness and good judgment of the dealer is on trial, as well as his skill in selling goods. It seldom pays in the end to talk a man into buying something that we know he really cannot afford and that will never pay him to own just because we happen to have something of that sort for sale. Rather let us look up the man who really ought to buy it, and then we can afford to sell it to him; for in selling goods we are buying a reputation that will be either good or bad as the purchase of our customers turns out in their hands. It might be an evidence of good salesmanship to sell the minister a machine for making brick but it would not be good business policy. On the other hand, to show him how he can really afford to buy the carriage that he needs may make of him a lasting friend as well as a customer. To sell the farmer a new wagon or a piece of machinery that will add to the productivity of his fields either by a saving of time or increased efficiency in cultivation will only add to his appreciation when he sees the wisdom of his purchase later on.

The man who has a faculty of seeing just what his customers really will do well to buy and has the additional faculty of talking them into buying it will not in the long run be regarded as a public nuisance, however much his patrons may chaff him about his propensity for "hanging on."

DEATH OF ROBERT SICKELS.

Robert Sickels died at his home, No. 735 St. Nicholas Avenue, New York, April 11. He was born in Albion, N. Y., April 15, 1833. He was president of both the Sickels & Nutting Co., New York, and the Sickels, Preston & Nutting Co., of Davenport, Iowa. Mr. Sickels' identification with the Hardware business in Davenport as a principal dates from 1863, when the firm name was Sickels & Preston, his partner being Andrew J. Preston, formerly of R. W. Booth & Co., Cincinnati. In 1864 Col. James R. Nutting, now in charge of the Davenport house, entered the firm's employ, becoming a member of the concern about 1881.

In 1886 Mr. Sickels' health becoming impaired, he spent a year in Europe, after which on returning to the United States he concluded to establish himself in the wholesale Hardware field in New York, which he did in January, 1890, the firm being first known after his identification with it as Sickels, Sweet & Lyon. Previous to this time the house was a well-known jobbing concern, which originated in 1848 as Widdifield, Cohu & Co., becoming Mooney, Cohu & Co. in 1859 and Lauderback, Gilbert & Co. in 1863; Gilbert, Sweet & Lyon in 1888 and Sickels, Sweet & Lyon 1890 to 1897, when the business was incorporated as the Sickels & Nutting Co., as it is now known.

Mr. Sickels was of quiet, unostentatious habits, having positive convictions and great reserve power, being dignified to a degree. Was very domestic in his home life, into the nature of which he entered fully. He was filled with Christian fortitude for any trouble, of which outside of his illness he had very little, and his many acts of kindness and alleviation of distress were so quietly accomplished as to be unobtrusive. Of the highest standard of honor and integrity he was a man to command the respect of all with whom he came in contact, in his religious, social and commercial life.

He was a member of the Hardware Club and one of its board of governors, president of the Hardware Board of Trade of New York, a member of the Holland Society, a Free and Accepted Mason and a vestryman of St. Luke's Church, New York. He is survived by a widow and one married daughter, Mrs. Fred. I. Simpson, whose husband is identified with the Sickels & Nutting Co.

DEATH OF FRANK CHANDLER.

Frank Chandler, president of the Chandler & Farquhar Co., Hardware and machine tools, Boston, Mass., died at his home, Waverly, Mass., April 4, of pneumonia, aged 54 years. Mr. Chandler was one of the most prominent men in the trade in Boston. He was born at Augusta, Maine, in 1852, the son of Commodore Benjamin F. Chandler, U. S. N., and passed most of his boyhood at Portsmouth, N. H., where his father was attached to the navy yard. As a young man he entered the employ of A. J. Wilkinson of Boston, and thoroughly mastered the Hardware business in the fifteen years of this connection, after which in 1882, he formed a partnership with Charles S. Farquhar as Chandler & Farquhar, which relation existed until 1904, when the business was incorporated with Mr. Chandler as president and Mr. Farquhar as treasurer. Mr. Chandler was a prominent Mason and Odd Fellow. He was a member of the New England Hardware Dealers' Association and of the Boston Merchants' Association. He leaves a widow, an aged mother and one son, F. Alexander Chandler, secretary of the Chandler & Farquhar Company and also secretary of the New England Hardware Dealers' Association.

THE ETHICS OF SPRING ADVERTISING.

To the Hardware merchant Spring is really the beginning of a new fiscal year. Inventory has been finished, Stoves, Skates, Snow Shovels and Oil Heaters have either been closed out or stored away, and in their places we find a bright fresh stock of Spring and Summer goods, ready for a busy season.

With the opening of Spring, Hardware Advertising should take on new life. The cob-webs of Winter should be brushed aside one or two good coats of paint applied, and an effort made to move your Spring stock faster than in former years. Every Spring Nature infuses new blood and new life into growing things, and it's up to the Hardware dealer to infuse new blood and new energy into his store and store methods.

AFTER YOU HAVE RECEIVED YOUR NEW SPRING STOCKS OF HARDWARE, it is well to spend an evening or two in laying out a thorough campaign for selling to the best advantage.

Too many Hardwaremen give little thought to the selling end of their business. Their attention is fully taken in buying, managing the store, and if there is a jobbing department, the Timmers and Plumbers must have their work laid out and followed up.

THE VITAL SPARK IN RETAILING HARDWARE

is the right kind of advertising. Prestige and good will will hold trade for a year or two; but if there is more than one Hardware store in town, the trade is as certain to go to the more progressive store as a duck will take to water. Good Will is a fickle quantity in these modern days of retailing. One day you have all the Good Will you can use to advantage, the next day you're laying off a clerk or two because business is growing duller and duller, and you wonder why that competitor who is always spending money foolishly for advertising is getting so much more business and enlarging his store.

Now, Advertising isn't the unknown, indefinite quantity it used to be. Ten or fifteen years ago, "Henry Watkins, Hardware and Builders' Tools" told the story. But.

WE HAVE LEARNED A LOT OF THINGS IN THE PAST FEW YEARS.

We have seen it demonstrated in a thousand cases that newspaper advertising is a tangible, real quantity just as much as any commodity in your store. And we have seen it demonstrated in countless cases that newspaper advertising of the right kind is the best investment the Hardwareman can make. This fact has been proven so many times, we don't argue over the matter any more.

But the question that needs more agitation is frequent change of copy, and the proper use of space. I saw an advertisement the other day of a dealer down in Massachusetts who was advertising "Carving Sets for the Holidays." That same copy has been running since last November. Another Hardware merchant in Ohio was still advertising in March "A special reduction of Oil Heaters. Must be closed out before we take our January Inventory." These are not rare occurrences.

YOU PAY A CERTAIN PRICE FOR SPACE IN YOUR NEWSPAPER.

Unless you get every cent of value out of that space, you're losing money, throwing it away. You wouldn't think of giving an order to your Jobber for ten dozen Lanterns, pay for ten dozen Lanterns, and still let the Jobber ship you only five or six dozen. You would put up a mighty tall kick for the balance of the order. Yet, how often a Hardware Dealer, with the best intentions in the world, contracts for advertising in a newspaper, and is content to fill up that valuable space, for which he is paying good cold cash, with meaningless words and unseasonable goods!

It isn't a difficult matter to get satisfactory results from newspaper advertising, nor to write really good advertising "copy"—but it takes time and plenty of thought and study. If you want to increase the size of our store, if you want to build an addition, you give it careful thought. Then you lay out a definite plan in your mind of just what you want.

It's the same with Advertising. If you want to increase your business, lay out a definite, well-planned campaign of advertising. Make up your mind just what you want to advertise, and just what you want to say. The most satisfactory way for the Hardwareman to care for his advertising properly is to give it a few minutes' attention each day. Go about it calmly, don't try to hurry.

GIVE YOUR BRAINS A CHANCE TO TAKE AN INVENTORY

of your stock and store conditions. Think what lines are overstocked, or what goods are seasonable. Go over those lines carefully. See wherein they are good. Why did you select them in preference to other competing lines? What advantages have they, what inducement can you offer in price or otherwise to interest the public?

As an illustration, suppose we take up Spring Hardware. Just now there is a seasonable demand for Paints, Woven Wire Fencing, Builders' Hardware, Poultry Netting, Fishing Tackle, Seeds for the field and garden, Plows and Harrows, Garden Tools, etc. Soon there'll be a demand for Garden hose, Refrigerators, Water Coolers, Screen Doors, Blue Flame Oil and Gasoline stoves, etc. As an experiment, confine your Advertising for the next two or three months to these Seasonable lines.

When you advertise Paints, advertise Paints, and Painting supplies. Don't mix in other totally different lines, thinking you've got to fill up your space with something about every line in your store. If a customer came into your store to buy Paints, you wouldn't say a few words about Paints and then give him a lecture and verbal inventory of everything in your place of business. Stick to the one line. That means much greater effectiveness. Don't say your Paints are "the best on the market" unless you tell why and can prove it.

THESE METHODS PAID YEARS AGO BUT THEY DON'T NOW.

Instead, tell how and of what your Paints are made, how they are mixed, the size cans you can furnish and the price. Tell why your Paints will cover more surface, why they will last longer and why they will retain their brilliancy longer. Above all quote the price. That's what the public wants, that's what interests the public. Give them what they want.

Most paints—those that have the largest sale through the Hardware store—are sold ready-mixed, ready for use. Yet there are some people who still think, if they want to paint their barn or front fence it will be necessary to buy the dry colors and mix the paint themselves. It's up to you to point out how you can save them all this trouble, and in the bargain give them a paint that is mixed by machinery and is always uniform in consistency and color. If you handle Paints, you probably handle the accessories. A man can't paint without a brush—and it's a good plan to say that you can furnish everything for that Painting job—whether you do it yourself or hire it done.

To prepare the advertisement that really brings good results it's only necessary to go about it systematically and tell your story just as you would tell it to your customer, face to face. Don't use high-sounding words or "stiff English."

TALK PLAIN EVERY DAY AMERICAN.

It's much easier to understand, much easier to comprehend, and carries much greater force. Don't make your advertisements too lengthy, and don't make them too brief. The best way is to tell your story—then stop. A six-inch double-column space is plenty large enough for the average Hardware advertisement, and in it the right kind of a story will always attract and hold attention. Big space costs money, and is seldom worth this additional cost.

You can make your advertisements more attractive if you have a trite or catchy heading. Instead of saying "Fishing Tackle," use some phrase, such as "Going Fishing?" "When the Fishing Season Opens—" or "Don't Blame the Fish if the Tackle isn't right." Follow up a heading of this kind with a short, right-to-the-point story about your line of Fishing Tackle. Tell what kind of rods you have and why you consider them better than other rods. Tell about your Bait Boxes, Trolling Spoons, Luminous Baits, the big assortment of hooks and flies you carry, and quote the range of prices.

A clever scheme that has been worked for three or four seasons by a retailer in New York State has been a competition open to Fishermen. With every purchase, regardless of amount, a coupon is given. This coupon

ENTITLES EVERY FISHERMAN TO COMPETE

for an expensive steel rod which at the end of the Fishing Season is given to the man who catches the largest fish during the Season. As the large catches are made and reported to the store, they are entered on a "Record Sheet" which is displayed in one of the show windows. This is a constant attraction, and daily people come to look at the Record Sheet to see who has been fishing and the size of the fish they caught. At the end of the Season liberal advertising is used when the Rod is given away, and the Record Sheet is published. It's an ingenious way to draw trade on fishing tackle, and there are few lines that offer a larger percentage of profit than Fishing Tackle, if properly pushed and advertised.

A NEW DEPARTURE IN SELLING SHARPENING STONES.

As will be noticed in our advertising columns, the Pike Mfg. Co., of Pike, N. H., have made an entirely new departure in packing and pricing sharpening stones. They have addressed a letter to all the retail Hardware dealers in the United States and Canada, together with price list showing list prices and discounts on oilstones, scythe stones and razor hone stock, and they have also addressed the jobbing trade of the United States and Canada with price list and attached discount sheet. Particularly do they point out the fact that they have listed oilstone stock at dozen prices instead of by the pound, as heretofore, calling attention to the manner in which each stock item is made ready for the trade, on the oilstone stock particularly. The different stones are put up in cartons, which bear revised and up-to-date descriptive matter. Then these cartons are put in dozen lots into lock-corner, slide-cover wooden boxes, which are suitably marked as to contents and prices. This list covers all the items sold in their special selling assortments, and covers the sharpen-

ing stone line as handled by most jobbers. The object of this is to enable the jobber to handle refilling orders for the selling of assortments and at the same time to fill multitudinous orders from the same stock. Beyond this, the convenience of packing and selling oilstones by the dozen instead of by the pound will



SCYTHE STONE ASSORTMENT A.

be instantly recognized by the trade. This saves breaking packages and marking up prices on each stone, and the time and expense of repacking. On each carton or stone will be found information as to the purpose for which each stone is best adapted; concise instructions regarding usage, and consumers' prices. This



OILSTONE ASSORTMENT NO. 1.

method of offering their line will enable both the jobber and retailer to carry a much better assorted stock with considerably less expense, and to supply the wants of the consumer more intelligently and with a larger profit. In sending this correspondence to the trade, they have added the following unique in-



RAZOR HONE ASSORTMENT NO. 1.

formation: "Upon receiving acknowledgment of this letter, we will take pleasure in sending you one of our souvenir paper-weight desk stones. During the early Spring season the sweet sap of the sugar-maple courses from the root to the maple-bud here in the New England country. As a token of our appreciation of a more substantial acknowledgment we will enclose a jar of new maple syrup or sugar with your order, if received within a month." A sweeter way of introducing a radical change in the methods of distribution it would be difficult to find, and it is hoped that it will prove unusually successful.

Two evils, ignorance and want of taste, have produced a third. I mean the continual corruption of our English tongue; which, without some timely remedy, will suffer more by the false refinement of twenty years past than it has been improved in the foregoing hundred.—SWIFT.

MYERS BRANCH PIPE DOUBLE ACTING FORCE PUMP.

F. E. Myers & Bro., Ashland, Ohio, have recently greatly improved their Branch Pipe Double Acting Force Pump, an illustration of which is shown herewith. Fig 1160 represents the pump fitted with cog gear or ratchet handle, especially adapted for deep wells. The upper cylinder is seamless drawn brass fitted with their expansion plunger bucket. The lower cylinder is brass lined iron, fitted with their latest improved patent glass valve seat.

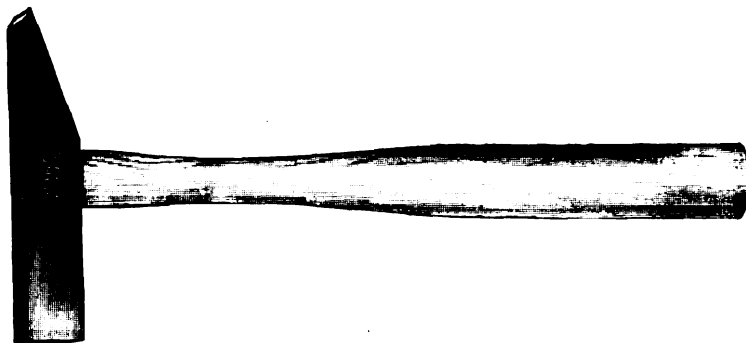


MYERS BRANCH PIPE DOUBLE ACTING FORCE PUMP.

The special advantage of the Ratchet Handle is that it has a three inch fulcrum and 6 inch stroke pumps. The piston rod fulcrum on all other 6 inch stroke pumps. The piston rod moves perpendicularly, without a side motion, and is held in position by means of roller bearing opposite the handle, which reduces the friction to the minimum. The pump is made, and can be furnished with three way discharge and windmill head. The firm of F. E. Myers & Bro. make the claim that the working parts of their pumps, viz. the Valve Seat, the Buckets, and the Expansive Plunger, as superior to anything made in that line, a claim which has been verified and recognized by the trade, as shown by the immense volume of their business. The working parts of pump which lift the water have been developed to the highest efficiency so as to lift the full amount of water with the less effort. The next important step was to apply some method whereby these parts could be operated with greater ease. This has been accomplished by the cog gear or ratchet handle.

MAYDOLE'S NEW HAMMERS.

The David Maydole Hammer Co., Norwich, N. Y., are adding to their already extensive line of Hammers a few styles which they are introducing to the trade in oil finish. They create a sufficiency of new numbers in so doing to make a supplementary price list necessary, and increasing the number of styles, sizes and finishes in their entire lines of Hammers to 380. Some of the styles are well known to the trade in all their sizes. We



MAYDOLE'S CORNICE HAMMER.

present an illustration of the Cornice Hammer, which is made in five sizes, ranging from $\frac{1}{2}$ pound to $1\frac{1}{2}$ pounds each; and also the Tile Setters' Hammers, which are made in two sizes, 3 and



...MAYDOLE'S TILE SETTERS' HAMMER.

4 ounces each, exclusive of weight of handle. The Bricklayers' Hammer, of which the illustration shown is a new pattern, ranges in weight, exclusive of handle, from 1 pound to $2\frac{1}{4}$



MAYDOLE'S IMPROVED BRICKLAYERS' HAMMER.

pounds and is made in four sizes. This entire supplementary line of these goods are all press-forged from Crucible Cast Steel, oil finish and fitted with second growth hickory handles.

A CANADIAN RETAIL HARDWARE ASSOCIATION.

About twenty Hardware merchants from different parts of Ontario have formed an organization to be known as the Retail Hardware and Stove Dealers' Association of Ontario, with the following officers: President, A. W. Humphreys, Parkhill; vice-presidents, W. G. Scott, Mount Forest, and J. R. Hambly, Barrie; secretary, Weston Wrigley, Toronto; treasurer, John Caslor, Toronto. Mr. A. W. Humphreys, the chairman, in reviewing the existing condition of affairs in the trade throughout Ontario, pointed out the necessity for organization, and the value it would be to the retailers in the maintenance of prices and the collection of debts. Mr. E. M. Trowern, secretary of the Retail Merchants' Association, suggested that the new association, become a branch of the Retail Merchants' Association of Canada. The matter was discussed but definite action was deferred until May 15, when a convention of the newly formed association will be held there.

CATERING TO THE WANTS OF THE ANGLER.

Among the many profit-making lines which can safely be added to the stock of a Hardware store, very few present such promising possibilities in that way as the addition of a line of Anglers' Supplies in the way of fishing tackle generally. Outdoor sports are annually on the increase, and few individual indulgences need such a line of tackle as is made necessary by a love for catching the finny game which is within reach wherever there is a sheet of water that can be placed under tribute. "Hammer-nail" in *The Iron Age*, has this to say on the subject:

With profits on staple Hardware constantly being cut down and general store expenses continually increasing, the wise Hardwaremen are those who are adding to their business such lines of merchandise as will sell, and sell at a good profit.

SUCH A LINE IS FISHING TACKLE.

During the past three or four years many Hardwaremen have taken up the sale of this line, and all such are united in the opinion that it is one of the best side lines procurable. When the subject is seriously considered it is difficult to find a good reason why the Hardware store has not always been the store where the fisherman could have his wants supplied. For some years in many parts of the country the drug and fancy goods trade about evenly divided this business with the stationery stores. The line may have appealed to the druggist because of the large profits—100 Fish Hooks costing from five to ten cents sell for from five to ten cents a dozen. And the Hardwareman may have feared the details of the Fishing Tackle trade, but any man who has been able to learn and successfully handle such a complicated stock as Hardware will find Fishing Tackle simple and easy. There is no better time than the present to put in a stock of Tackle. As a general thing the largest sales are in late spring or summer and the business begins just as soon as spring comes. Throughout the entire United States the year 1905 was the biggest ever known in Fishing Tackle.

THE SPORT IS GAINING IN POPULARITY EVERY SEASON.

and, unlike many outdoor sports, is not a fad. It's a rare thing for a fisherman to tire of fishing; it's not confined to any class or any age. The gray-haired clubman of the city looks with as much eagerness to the coming of spring, when he can take his tackle and spend a few days on river or lake, as did the country boy fifty years ago long for the days of May, when with bare feet he could wade down the stream a-fishing. And each year many new members are being initiated into the fraternity of fishermen. And a person who once becomes an enthusiastic fisherman never seems to lose fondness for the sport. It's not the number of fish one gets, it's the going after them that gives the pleasure. It is evident that

THE BUSINESS IS AS PERMANENT AS IT IS PROFITABLE.

In many parts of the country, in spite of the increased number of fishermen, the chances of "good luck" are constantly becoming better. The Federal and the various State governments are doing much in this matter by enforcing more rigid game laws; by protecting the streams and lakes from pollution, and each year by planting hundreds of millions of game fish hatched in an artificial way. And the business of supplying the fisherman belongs just as truly to the Hardware dealer as does that of supplying the carpenter or the builder.

In putting in a line of Fishing Tackle the same care should be taken in getting goods suited to the store's trade or to local conditions as in any other line of merchandise. Tackle is one of the easiest lines in which to overstock. Like all seasonable goods, it is best fresh and new. But, on the other hand, the assortment must be large enough to make a favorable impression. It is well to remember that much in Fishing Tackle is sold because the fisherman may take a fancy to it—not because he actually needs the goods. It is surprising to see with what a small outfit it is possible to get a good catch of fish, and just as surprising, at least to the uninitiated, to find how many outfits an enthusiast may have. These are

FACTS THAT ARE WELL WORTH REMEMBERING.

and the dealer who acts in accord with them will find his trade growing and his store becoming still more the center of the Fishing Tackle business.

Referring to the sale of Fishing Tackle, which was stocked for the first time in 1905, I heard a Hardwareman thus express himself the other day: "Do you know for more than ten years I've been thinking about adding this line, but there has always been some two or three other stores carrying a pretty good stock here in my town, and I felt that there would not be business enough to warrant another stock. However, last year I bought a little line, first order amounting to about \$185. I put on a good stiff profit, but did some advertising and made an attractive show of the goods. I sold completely out on a number of things, and the

stock was so well sorted that it sold down pretty evenly. The concern who made up the order for me used such good judgment that the business was most satisfactory.

"But," continued the merchant, "the point I am making is this: That my entering the field seemed to make no difference in the volume of trade done by the other dealers in Fishing Tackle, and it would seem to be true that the more dealers handling this line, the more tackle goods will be sold. It certainly is true that

FISHING TACKLE IS A LINE THAT SELLS

in much the same proportion to the manner in which it is displayed, always starting with the fundamental principle that there is some demand in the locality for the goods."

Of course, in the case of this merchant, no small amount of energy was put into the business. But it was profitable and his is not a large store nor especially well located in his city. Fishing Tackle is one of those lines that will help the Hardware dealer when he has to sell some things on a 10 or 20 per cent. margin. A few hundred dollars of cash business on a 100 per cent. basis of profit is better than some thousands on a 10 per cent. profit.

SPRING THE ANNUAL RENEWAL SALE OF NATURE.

The dead grays and browns of the winter months of rain, ice and snow, give place each spring, by wise provision of nature, to the bright and refreshing dress of green, so in harmony with bright sunshine and smiling skies.

Man's work has erected on the earth varied and costly structures of materials subject to rapid decay from the great heat of the sun, the moisture of rains and snows, combined with the gases of combustion incident to manufacturing and transportation enterprises. Of the materials of construction, metal and wood deteriorate most rapidly, but their lives are prolonged permanently by the intelligent use of a preservative consisting of nature's pigments and oils.

When this preservative coating has been neglected, as it too often is, the structure takes on that air of decay which is as much out of keeping in its surroundings as the dead tree in the forest. Wisely emulate nature this spring and renew the faded and broken coatings on your metal and wood work.

Among the marvelous provisions of nature for the benefit of mankind, none is more wonderful than a silvery gray ore found in the earth at Ticonderoga, N. Y. This graphite ore is a form of carbon, of which diamonds are a class, and like unto them, practically indifferent to chemical influences.

The Joseph Dixon Crucible Company of Jersey City, N. J., exclusive owners of this Ticonderoga Graphite mine, discovered some forty years ago the superior advantages of the flake graphite as a pigment for a protective paint film. The laminated, crystalline form of this natural ore, refined to a remarkable degree of fineness, adapts itself perfectly, under the sweeping pressure of a paint brush, into a shield protecting and prolonging the life of linseed oil, the unrivalled binding material of all standard protective coatings.

Dixon's Ticonderoga Flake Graphite is inert, exerting on the oil none of the harmful chemical influences found in many pigments used for paint purposes, and which reduces the natural life of the linseed oil vehicle. The silica is a competent part of the flake graphite pigment, and oil like formation, being unchangeable by the gases and atmospheric conditions encountered.

Efforts are made to imitate this wonderful product of nature, but no paint pigment has ever been mined or manufactured that equals the preservative form and wearing strength of Dixon's Ticonderoga Flake Graphite.

Nature's own product—Dixon's Silica-Graphite Paint, has been successfully used in all climates for over forty years in resisting the destructive chemical action between metal and oxygen. For the protection of specifiers and users, the pigment is never sold dry, as best results are produced by thoroughly grinding and mixing this smooth pigment and guaranteed best linseed oil into a uniform paint consistency, by specially adapted machinery.

Dixon's Silica-Graphite Paint is manufactured in but one quality—the highest standard. No lighter shades are made than Dixon's Olive Green, Natural, Dark Red and Black, as the natural graphite pigment is a silvery gray, and coloring pigments other than those we use shorten the life of the paint.

The natural smoothness of the Ticonderoga Flake Graphite permits of the use of the greatest possible volume of pigment, and a material saving in cost of labor and brushes in application. Under average conditions for good coatings on metal surfaces, one gallon covers about 500 square feet for first coat, and about 550 square feet for second coat. Ease of application, good covering power and effective protection for a long period of time, indicate Dixon's Silica-Graphite Paint as the most desirable and economical preservative coating for metal and wood that has ever been produced.

OUR BRITISH LETTER.

(From our own Correspondent.)

LONDON, April 14th.

SPRING TRADE.

The bright spring weather of the last few weeks has done much to alter the appearance of shops and has given renewed life and energy to traders and their assistants, who are getting somewhat weary of winter weather, and possibly, of winter goods. There is less monotony in the sale of spring and summer articles, and in handling sporting requisites, fishing tackle, horticultural supplies and garden furniture, glimpses of holidays and out-door recreation loom bright in the imagination of those accustomed to shop routine, which after all is a little dull. Improvement in window dressing is very apparent everywhere, and some very nice windows are now on view where spring appliances are conspicuous. Lawn mowers, including many made in the States, are apparent; and here and there American hammocks and awnings are making their appearance. Trade prospects are good; the exports during the last few months have increased rapidly, and an upward move in prices is going on in every direction, indicating increased trade and a good out-look for the coming season.

THE FORTHCOMING CONFERENCE.

Early in May the Annual Conference of the I. F. A. is to be held, and in my next letter I hope to give your readers some of the points brought out and an account of the Conference meetings, as well as my impressions culled from personal observation at those gatherings. The London Ironmongers Association are making great preparation to welcome their Provincial brethren and as this is the first time the Annual Conference has been held in London a strong gathering is expected. The program mapped out includes important meetings and discussion of all the prominent questions of the day affecting the Hardware trade in this country. There will be the usual lunches and dinners, when social converse and friendly intercourse between fellow traders in all parts of England will tend to rub off the knots which long isolation in past years has made "hard." The functions will also include a river excursion down the Thames to Woolwich Arsenal, where several hours will be spent in examining the interesting processes of producing the great guns needed in the protection of British commerce as well as in the weightier matters of State. The Conference meetings are to be held in Ironmongers' Hall, the beautiful historic building the headquarters of the ancient Guild founded so many centuries ago for the protection of craftsmen engaged in the making and selling of Hardware.

PRICE MAINTENANCE AND THE STORES.

Among the principles firmly adhered to by the Ironmongers Federated Association none has given rise to so many discussions as that of price maintenance. It has all along been treading on dangerous ground to insist on its acceptance; difficulties have cropped up, and many of the nuts have been hard to crack. Other traders besides Hardwaremen find it difficult to stick to their guns, and still more so to keep makers firm in their allegiance to the principle. So far the scheme of price maintenance, once agreed to, has worked satisfactorily, and has been adhered to by the great stores, who are large buyers of proprietary articles in many branches, and especially in the drug trade where price maintenance extends to a very large number of small articles. For a long time now the dividends returned to the members out of the profits have been winked at, but retail traders are now satisfied that many persons recognize that there is a gain in buying from the stores even price maintenance goods, and that consequently the principle agreed to by such traders is indirectly contravened. The Proprietary Articles Trade Association organized for the purpose of protecting small traders is a powerful body, and they recently called a meeting of representative retailers, the President of the I. F. A. (Ironmongers' Federated Association) among others being present. The meeting passed stringent resolutions, affirming that no industrial co-operative society should be supplied with any article on the P. A. T. A. list unless the bonus on such goods was withdrawn or the prices raised proportionately. The Co-operative Wholesale Society, the largest buyers in the trade, protest and threaten to close accounts, intimating that unless this new condition be withdrawn, they will manufacture similar goods as substitutes. Some of the makers have stood firm, others cannot afford to lose such powerful support, and prefer to run the risk of losing a number of small accounts rather than the one large order. Ironmongers are not interested in the matter to the same extent as chemists, but price maintenance is a principle their associations laid down

as vital to their prosperity. Price cutting has caused the ruin of many in the past, and the keenness of competition is especially severe in districts where co-operative societies are strong. In Lancashire and some of the larger industrial centres, the co-operative societies have all their own way, and supply nearly all the wants of the community. The retail traders are consequently miserably poor and bear a much larger share of the local rates and taxes than is either fair or just. A few ironmongers whose trade is heavy and consists chiefly in supplying builders, exist and even flourish, but the cream of their trade is gone, and they rarely sell the profitable lines which make the retail counter business worth having.

APPRENTICESHIP PAST, PRESENT AND FUTURE.

During the past few years the question of apprenticeship has been brought forward owing to the difficulty of obtaining eligible candidates for Hardwaremen under the old fashioned terms of apprenticeship. A gradual shortening of time has been going on and terms of 3 and 4 years have frequently been accepted instead of the longer period formerly thought needful to complete the embryo ironmongers' knowledge of the Hardware trade. The fact is that the ironmongery business is never learned, it is constantly changing and the methods of conducting it are ever undergoing a process of evolution.

The hustle of business is now quite different from that of a few decades ago, and the experience gained by a smart lad is greater than formerly in the same length of time. Time does not give knowledge nor yet does it always add ripe experience, for there are many instances on record of ironmongers who have spent the whole of their lives amidst Hardware surroundings who possess neither business experience or trade knowledge. The leaders of the ironmongery trade recognize the altered condition of retail trading, and are now considering how the ironmongers of the future can best be trained and how that knowledge which alone can make strong business men may be acquired. Many of the present day ironmongers have been sons of ironmongers, and instead of spending some years "with their noses to the grindstone" have had an easy time of it for a year or two at home, afterwards going away to other towns for short spells of "improvement." Some educative schemes are by no means the best, and do not produce the ideal ironmonger. The examination instituted by the Ironmongers' Federated Association have induced some few assistants to study; and, although the number who have so far availed themselves of the opportunity to obtain certificates of proficiency is not great, the questions set by the examiners show the line of conduct mapped out as the best groove in which proficiency may be secured. Whatever plans may be ultimately adopted in order to secure the best results it is evident that technical knowledge as well as practical must be combined in the course of education to be pursued. It is agreed that some term of apprenticeship is desirable, but there is no doubt that employers should realize their responsibility. It is not enough to find employment; the old clause in which the employer covenants "teach or cause to be taught the mysteries of the trade" must be observed and applied in its modern sense. The education necessary to fit a man for every station in life has advanced by leaps and bounds during recent years, and the education needed to make a good Hardwareman cannot be "picked up", it must be taught, and the instruction given in the higher branches of commercial procedure, in trade knowledge including the making of things and their uses, and in true salesmanship. The answer of too many of the weak kneed ironmongers of to-day, if asked how they became ironmongers would be like that of Topsy, "I growed;" for in the past years there has been a lamentable absence of instruction. This, however, is now being remedied, and a better race of British ironmongers in the near future may be anticipated.

HARDWAREMEN QUICKEN THEIR PACE.

In confirmation of some of the foregoing remarks it may be mentioned that one of the leading Hardware journals in this country recently published an article on "Stock-keeping a century ago," in which the writer mentioned many curious obsolete objects, and quoted from an old stock book giving lines once familiar but now forgotten. When old stocks are sold valuers often came across a few obsolete articles such as flint-strikers, snuffers, buckles and the like, and still oftener find upon parcels old names which indicate the change that has been made in trade nomenclature. Yes, trade changes in every department, and in a decade now there is more that difference than in twice that period half a century ago. The pace quickens and ironmongers are

realizing it here as in America. The change too in seasons' business becomes more apparent year by year; possibly this is because traders are more alert, and are alive to the need for prompt measures of display. Passing down one of the thoroughfares of London a few days ago I came across a window in which were several out of date tickets; on a small clock a large ticket was hung inscribed "A suitable Christmas present." That man was behind the times—or else he was a long way ahead—but the dust on other articles confirmed the first impression that he was hopelessly lost and crowded out by modern traders. Despite this conspicuous exception the ironmongers of London are advancing and there is a brighter look about the emporiums of suburban ironmongers; especially is this the case among associated Hardwaremen.

INCREASING DEMAND FOR IMPLEMENTS AND FARMING APPLIANCES IN SOUTH AFRICA.

Mr. Hannan, who was recently appointed to undertake the scheme of visitation of the different farming localities in South Africa, has returned to London, after having vigorously canvassed the agents and farmers, and held meetings in different parts of the Cape and Natal, his chief object being to promote agricultural co-operation, in order that the farmers might obtain lower rates and secure on adequate schemes of deferred payment improved implements and machines. His report is interesting inasmuch as he has had exceptional opportunity of judging of the openings for new machinery and the prospects of trade. It will be interesting to your readers to know that Mr. Hannan is of the opinion that harvesting machinery and other agricultural appliances manufactured in the States are well received by South African agriculturists. There is undoubtedly a forward movement going on, and the prospects of further development in the agricultural industries in the near future are very apparent, consequently, the demand for implements and machines is on the up-grade. Doubtless the manufacturers in the States with their usual enterprise, will receive a full share of the benefits accruing, and I have no doubt that many agents of American manufacturers will be enabled to report to their superiors improvement in trade in the near future. Not only is the increased demand connected with stock-rearing and cultivation but the benefits of irrigation which have been so successfully carried out in Northern Africa are now being applied to the Cape and Natal, and there is an increased use of pumping machinery, turbines and irrigation plant much of which is made in the States. Although there is no prospect of any great boom in South African trade such as was once anticipated, there is undoubtedly a steady increase in general business going forward, and a more settled state of things in the outlying districts which will bring about an improved condition of farming and the adoption of up-to-date implements and machines. In a similar way there is improvement in the type of machinery used for commercial purposes, and those who are in close touch with the British South African Colonies are forced to realize that a considerable share of the business that is going falls to the lot of the enterprising representatives of the manufacturers of the United States.

MUSINGS OF AN OLD MAN.

By D. C. WASHINGTON.

Now is the time to tackle the vacation question. Don't wait until every man in your place has made up his mind just where he wants to go and just when he wants to get off but get in your work first and let him make his plans to suit your arrangements. The easiest way to settle this ever perplexing question is to get your employees in a bunch some rainy day and let them draw lots for choice of dates, and in my opinion the best way to convince them of the justice of the plan is to go in with them and draw your lot the same as they do. I have for several years taken as many slips of paper (all of the same size) as I have people working in my place and numbered them consecutively and placed them in a hat which I held high enough over my head so that no one could peep and let the boys come up in turn and draw a number while I took the slip that was left for my own. The man that draws number one has first choice as to when he shall take his two weeks vacation and has a week in which to make up his mind and then number two gets his choice of the time that is left and so on until the vacations are all arranged. Of course as time goes on there will be much swapping of times between the boys, but when the allotment takes place I make memorandums of the time selected by each and insist on being notified about all trades so as to avoid discussions later.

If there is still a dealer in the country who is so far behind the times as not to give a vacation to every man in his employ I want to plead with him to start in this year. Not for reasons of common decency to the people who work for him, for if he can be reached from that stand-point he is already allowing his people vacations, but from the stand-point of money in his own pocket. No matter how small or how large your place is it will pay you to

let your people off for two weeks in the summer. If you could see once the renewed energy with which a man back from two weeks at the sea shore or mountains goes at his work and hear him whistle and step lively around the place, you would understand that the human machine now and then needs a chance to stop and oil up.

* * *

Another thing that seems to me bad policy, and that is that of allowing your head salesman a vacation and making the porter stick at his work all the year round. The colored porter in my place has the same chance at the hat as the highest priced man in the place has, and I find that putting his name in the hat and my own rather encourages the idea that the whole place is a happy family all working together for one common cause, which is to make this place the best managed store in Oortown. This idea which I think the French call the *esprit de corps* is the idea that makes a winner out of any establishment. It's the long pull and the strong pull and the pull altogether that drags any load up any hill and I find that this idea instilled into my people makes them take up the extra work caused by the absence of some of the others on vacation with a cheerfulness that is surprising.

* * *

This putting another man at some fellow's work for two weeks has on several occasions put me on to some good little stunts here in the store too, for when a man has done one piece of work for some time he gets into a rut and when a new man drops into the place he can often see little places where improvements can be made in the detail of it, or sometimes in the whole plan of it, but no matter how good these suggestions may be I never adopt them until the man who is away returns and has a chance to prove his way the best. You cannot afford to hurt the pride of any man working for you, and any alteration of his method should come only after consultation with him. Of course you own the store. I know that, but you take a tip from me, my boy, and don't ever say so in it. Let the boys think you are simply there to suggest things to them and not to order them about. It pays better.

While on the subject of vacations let me ask you if you close your store at five o'clock, and at noon on Saturday during June, July and August? If you don't do it there is only one good excuse for you not doing so and that is because the other fellows in your city do not do so, and that is a matter that is easily remedied. Don't you realize that the reason they don't do it is because you stay open? There are two ways of accomplishing the early closing movement in every city. The first and easiest way is to go to each man in your city with a list of the other dealers and say to him, "Will you close your store at five o'clock week days and at one o'clock Saturdays if all the others on this list will?" and you will find there won't be a man hold back. The other way is to say nothing and shut up your shop. Your boys will tell them and they will jump their employers quicker than a hen will pounce upon a worm, and raise such an infernal din that every man in the town will be with you in a week. Don't ask me what's the use, for I am tired of telling you that every favor you do for the people working for you pays you. Not in love and dog-like devotion, but in cold hard cash in the money drawer. I am now and always will be a firm believer in the theory that people as a whole are appreciative.

* * *

When you once get the idea into the heads of the people whom you employ that you are a just man and one who wants to ease the task of making a living for them as much as you possibly can without injury to yourself or those having prior claims upon you, and when you once get the idea out of their heads that you are a close-fisted old skinflint of a task-master who is there to drive them, you have established a friendly relation with them that will be worth money to you. Talk to them about the things they are interested in. If you have a boy that is interested in canoeing and you run across a story in a magazine that has a canoe in it take it to him to read. Jolly them. You jolly your customers, don't you? If it pays to throw what Jimmy Fadden calls the "con" into a man that comes into your store two or three times a year to spend five dollars with you, how much better will it pay you to throw the same "con" into a fellow who is making your living for you, handling your customers, and fingerling thousands of dollars of your money. Don't you lose sight for a moment of the fact that they are stringing you half the time when they laugh loud and long at your stories and when you give them long lectures about how to do things that they can do better than you can, don't you think for a minute that they are not giving you a merry hoot behind your back. It hasn't been a week since I was spouting hot air on the subject of the chances of our ball team this year and a casual glance into the mirror showed me one of the boys winking at another. Just because we own the store we mustn't think we are the only hole in this particular slice of Switzer.

—The Optical Journal.

RECENT TRADE PUBLICATIONS.

FOND DU LAC AWNING & TENT Co., Main and Eighth Streets, Fond du Lac, Wis., are distributing a very interesting catalogue and price list, with discount sheet, of the lines of goods of their manufacture. They are makers of awnings, tents, flags, hammocks, canvas covers of all descriptions, camp furniture, and Cooper horse blankets. Numerous illustrations are given of their wedge, wall, lumbermens', herders', camping, oblong, round end, refreshment, family compartment, square hip roof, Amazon, palmetto, photographers' garden, miners' beach or canopy, and staple tents, as well as of binder and hay cock covers, and camp furniture of all descriptions, such as folding chairs, camp and lawn stools, lawn settees, camp beds, house cots, tables etc. They are also makers of yacht sails and a line of rubber bath tubs for infants and adults. This is a very timely little book, and can be had upon application.

A. GEISEL MFG. Co., St. Louis, Mo., have favored us with their 1906 booklet illustrating their "Ideal" Knock Down Ovens, "New Century" and "Victor" Ovens and trimmings for gasoline, oil and gas stoves. Full descriptions and prices are given.

SILVER LAKE CO., for whom the Henry W. Wellington Co., 78 Chauncey Street, Boston, Mass., are agents, have sent out their catalogue and price list for 1906 of solid braided rope, sash cord, railroad bell cord, trolley cord, masons' lines, chalk lines, clothes lines, etc., of which full descriptions and illustrations are given, and this will be found a very useful pamphlet to those intending to purchase goods of this character. The company have been established since 1869, and their goods have been in continued general use, until they have become recognized as standard.

THE WIRE GOODS Co., Worcester, Mass., have distributed a series of circulars illustrating their leading lines, such as hammock hooks, garment hangers and wood screws, each line being shown on a separate sheet, and calling attention to their line of seasonable goods to be found in their Catalogue No. 5, including bird cage springs and hooks, fly traps, dish covers, screen door pulls, window screen lifts, Perfection door springs, blind awning fixtures, carpet whips, door mats, etc. The dealer interested should send for these circulars.

IWAN BROS., manufacturers of Hardware specialties, Streator, Ill., have issued a pamphlet illustrating and describing their Patent Improved Post Hole and Well Auger, which they claim to be "the best in the world for all kinds of earth boring." A full description of the various uses to which it may be applied will be found, as well as a description of its construction and operation, with explicit directions for using. They also give a number of commendatory letters received by them. A price list is included as well. They are also manufacturers of other tools useful on the farm for various purposes, such as tile drain cleaners, open-back tiling spades, sickle-edge and serrated-edge hay knives.

BROWN & SHARPE MFG. Co., Providence, R. I., with branches in New York, Philadelphia and Chicago, have recently distributed to the trade copies of the 1906 edition of their general catalogue of Machinery and Tools, which, they state, has been thoroughly revised, and now contains 514 pages. The new matter, together with the changes in the old, make it especially desirable that this should replace former editions. The larger number of tables it contains, together with the other general information, make it very valuable to the workman as a book of reference. The principal additions this year to the various lines of machines and tools are given on a colored insert. This catalogue will be mailed upon application to any address without charge, or will be furnished by Hardware and Supply dealers. The Brown & Sharpe Mfg. Co. are manufacturers of milling machines, grinding machines, automatic gear cutting machines, screw machines, cutters, accurate test tools and machinists' tools.

FENTON LABEL Co., Forty-first and Filbert Streets, Philadelphia, Pa., have issued a very useful pamphlet devoted to their Gummed Labels and Advertising Stickers. This is a line of goods which is a necessary part of every Hardware store, and the dealer will do well to investigate the advantages and merits of this particular make. A price list is contained in the booklet,

and varieties of every kind of label imaginable will be found included in the contents.

SIMMONS HARDWARE Co., manufacturers and distributors, St. Louis, Mo., as is their annual custom at this time, are sending out their catalogue devoted to Fishing Tackle, Base Ball, Tennis, Athletic Goods, etc. This is known as their No. 505. Everything that can be thought of as belonging to a fisherman's outfit will be found in its pages, such as bamboo and steel rods, nets, poles, net rings, reels, lines, seines, baits, flies, hooks, floats, sinkers, traps, creels, etc. A full line of Sporting Goods is also illustrated, including lawn tennis rackets and balls, base balls, catchers' mittens, bats, masks and uniforms. Several styles of hammocks and lawn swings are also shown, and a full line of camp furniture, such as beds, chairs, ranges and lanterns. They also illustrate a line of boats, oars and oar locks, anchors, and, in fact, everything which the up-to-date sportsman considers a necessity for the completeness of his outfit. Another catalogue, No. 508, has come to hand, illustrating their line of Laclede Bicycles for 1906. All the various patterns of this particular make are shown, including a full line of bicycle accessories, such as coaster brakes, handle bars, saddles, pedals, tires, valves, toe clips, lamps, bells, pumps, luggage carriers and child's seats, stands, oilers, repair outfits, etc. These will be found very interesting catalogues.

BUCK'S STOVE AND RANGE Co., St. Louis, Mo., have favored us with a copy of their Catalogue No. 104 of Stoves and Ranges. This is one of the most artistic publications that has been brought to our attention, being printed on fine coated paper and containing 184 pages, on each of which is displayed handsome half-tones of their various patterns. The cover is of dull black finish, embossed. The frontispiece contains a view of their immense plant, which covers several city blocks, and contains nearly a quarter of a million feet of storage and mounting room. The contents include Special, Empress, Electric, Chief, Century and Pilot Steel Ranges; also a line of Hotel Steel Ranges under the names of the Regent and Mystic; a series of steel and cast cooks, made under a variety of names, such as the Flora, Regent, Pride, Pearl, Elk, Century and Pilot; and a series of cast wood cooks of various styles. A number of pages are devoted to their "Advertising Plan," giving views of several of their office and departments of advertising and illustration. They are also manufacturers of a full line of base burners, wood heaters, laundry stoves, stove drums, high shelves and closets for steel ranges, water backs and fronts, reservoir and gas attachments, etc. This is a catalogue that should be in the hands of every dealer in the above lines of goods.

SARGENT & Co., New Haven, Conn., and Nos. 149-153 Leonard Street, New York, have published their catalogue of Spring Balances and Scales for the season of 1906, accompanying the same by their discount sheet. They state: "This catalogue takes the place of pages 928, 930, 930A and 931 of our general catalogue of 1901. We have greatly enlarged our line and have made many improvements in our Balances each of which is particularly adapted to the use for which it is intended." The contents include a line of round, light and heavy straight spring balances; extra heavy, ice, circular family and circular spring balances; scale beams or patent balances. Their lines of "Old Glory" family scales, Hatch tea and counter scales, even balance, grocers' and platform scales, both stationary and portable, are also shown. The cuts are excellent ones, and full descriptions accompany each illustration. Sargent & Co. also furnish these balances and scales marked with the metric system, or in Spanish pounds, if so desired.

THEO. J. ELY MANUFACTURING Co., Girard, Pa., manufacturers of Hardware and Woodenware Specialties, have favored us with their new catalogue describing and illustrating their goods, which include Mop Heads, Mop and Brush Holders, Mops and Wringers, Dandy Janitor Mop Sticks, Rattan Carpet Beaters, Towel Racks, Toilet Paper Holders, Bait Traps, Broom Holders, Clothes Lifters and Drainers, Waffle Irons, Horse Pokes, Hay Knives, Saw Handles, Carriage Top Dressing, Anti-Rattlers, etc. This is a very handy little catalogue, and should be sent for by the Hardwareman not already in possession of the same.

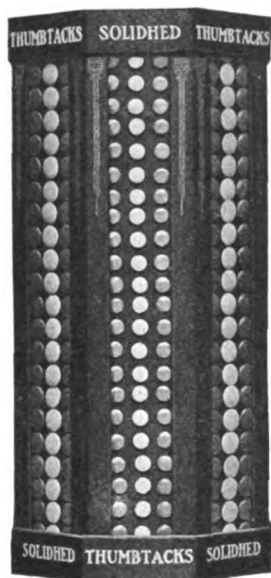
NEW GOODS AND SPECIALTIES.

"SOLIDHED" DISPLAY CASE NO. 4.

Hawkes-Jackson Co., 82 Duane Street, New York, are the makers of "Solidhed" Thumb Tacks of which we show a display case, which is their Octagon No. 4. This is a new case that



has been added to their assortment already on the market, and holds one gross each red, white and blue celluloid; one gross of German silver, $\frac{1}{2}$ inch; one gross each $\frac{3}{8}$, $\frac{1}{2}$ and $\frac{5}{8}$ inch brass, and one gross of 7-16 inch steel. The retail prices run from 7 cents to 25 cents per dozen, making the contents of this Octagon case No. 4 retail for \$14.64, while the cost is \$7 net. Any special



"SOLIDHED" DISPLAY CASE NO. 4.

assortments will be furnished in the case at the same rate. This exceedingly attractive case has done much to make the "Solidhed" Thumb Tacks popular for home and office decoration and they can be used in making possible many clever and original effects. Convenient and inexpensive, they are used in the office for attaching blotters to the desk; photographs, calendars, pictures, posters, notices, etc., to the wall, without injury to either. Draughtsmen and artists employ them on the drawing board, and advertisers for displaying show cards in stores and public places. For household draping, for dressmakers' cutting boards, for fastening shelf-paper, covers to either tables or ironing-boards, for numbering window screens and decorative purposes in general the "Solidhed" Thumb Tacks are claimed to be by far the handiest device in use. They can be pushed in by the thumb, and may be easily removed by the fingers. They have a perfectly solid head. The head of the pin is firmly and securely imbedded in the top, does not penetrate it, making a perfectly solid joint. This method eliminates the danger of injury to the thumb, and prolongs the usefulness of the tack.

FOX IMPROVED SQUARE AND MITER.

Philo L. Fox, 432 William Street, Bridgeport, Conn., is the manufacturer of the Fox Adjustable Square and Miter, which we illustrate herewith in its present greatly improved condition. The stock or handle is made of the best gray iron, japanned; the blade of polished steel, so that the tool when complete is quite

light yet durable, and warranted in every particular. The great advantage claimed for it is that the miter blade is so placed at one end of the handle that it forms a complete square and bench square, as shown in Fig. 1, without a single change. The ad-

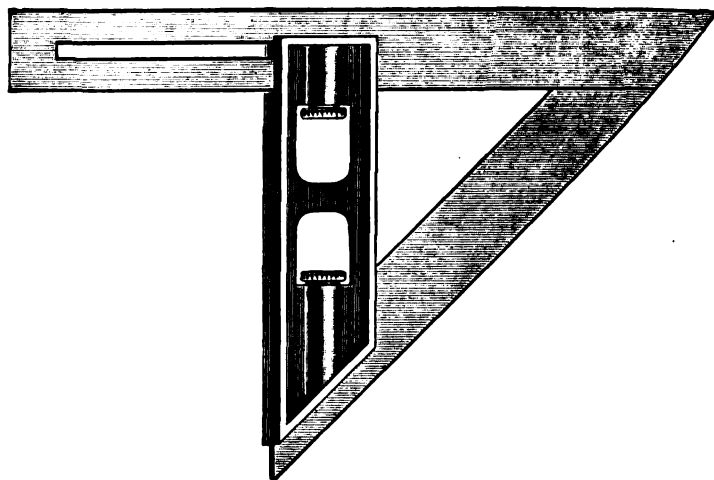


FIG. 1. SQUARE MITER AND BENCH SQUARE.

justment of the sliding blade, as indicated in Fig. 2, runs from five to eight inches, making a full set of squares in one. The

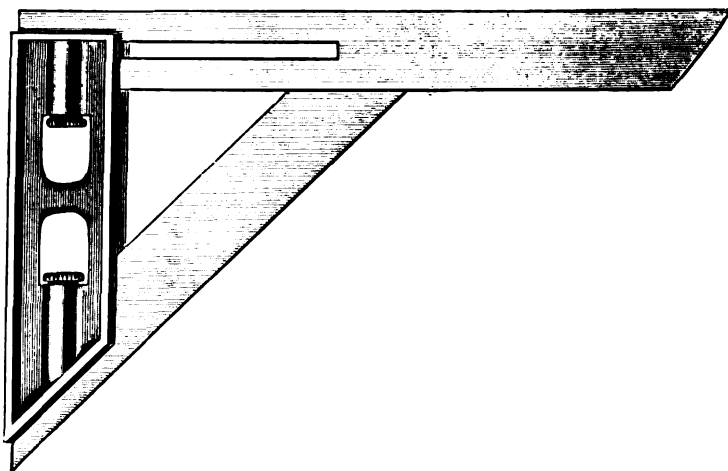


FIG. 2. SQUARE AND MITER ADJUSTED TO 8 INCHES.

long or square blade can also be adjusted in place of the short blade, thereby constituting a miter square with sliding blade, as

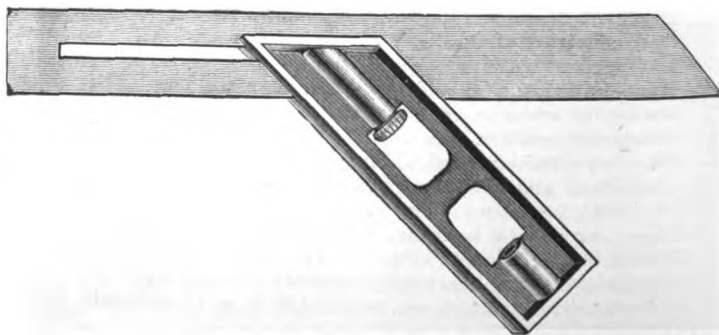
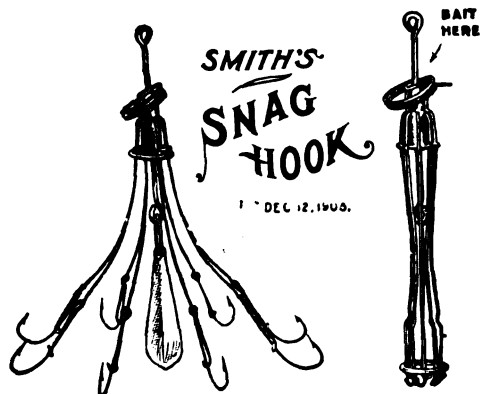


FIG. 3. MITER SQUARE WITH SLIDING BLADE.

shown in Fig. 3. The tool can be used for laying off miters up to ten inches, as well as for outside and inside miters and will be found an extremely serviceable tool of its kind.

SMITH'S SNAG HOOK.

John P. Smith & Co., New Haven, Conn., are placing upon the market an anglers' device, which is claimed to be a quick seller, taking up no more room when closed than a cigar. We illustrate the device both open and closed. The Hook when open has eight arms. You fasten eight hooks to the eight arms. The



hooks are attached by a very clever device, which takes but a minute, and when once accomplished they are there to stay until you take them off. Fasten your sinker inside the arms in the eye provided for it; hitch on your line and attach the bait. The bait is not to be placed on the hooks themselves, but on a spiral hook at the top, as shown in the cut. The idea is, the fish has eight hooks under him, and a nibble at the bait, followed by a twitch on the line, and the hooks will do the rest. These Snag Hooks are strong, well made and full nickeled, and will catch fish without losing the bait, like the old-fashioned hook.

COLT AUTOMATIC PISTOL WITH COMBINATION HOLSTER AND STOCK.

The Colt's Patent Firearms Manufacturing Co., Hartford, Conn., have just put on the market the Automatic Colt Pistol .45 caliber with combination holster and stock. The pistol proper is similar to the one previously on the market in calibers .32, .38 and .45, the new feature in the latest model being the quick and convenient method of attaching the pistol to the holster in which it is carried in belt at the waist, thus instantly converting the

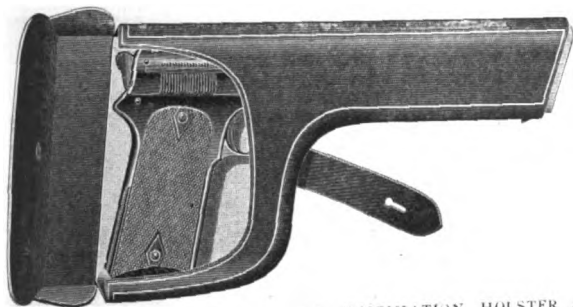


FIG. 1—COLT AUTOMATIC PISTOL WITH COMBINATION HOLSTER AND STOCK.

firearm into a shoulder piece. The ammunition used is said to be of sufficient stopping power to bring down large game. It also adds to the efficiency of a side arm without the inconvenience of carrying extra bulk or weight. The recoil being absorbed in

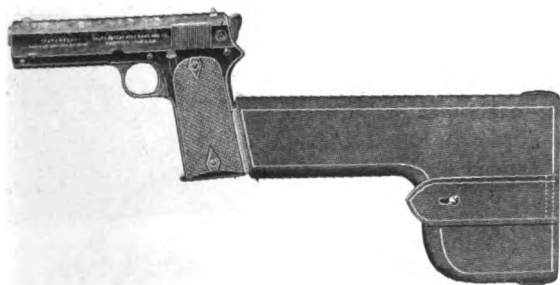


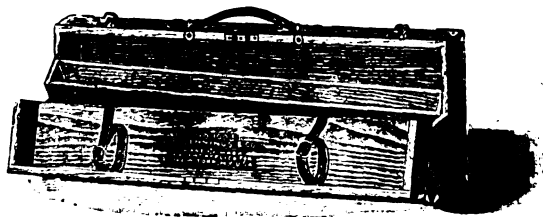
FIG. 2—PISTOL ATTACHED TO HOLSTER AND STOCK.

producing the automatic operation, the usual disturbing effect or unpleasant jar is largely eliminated in this arm. The combination stock and holster are made of extra quality black leather, well seasoned, lined with buckskin and hand-stitched over a light but strong and rigid steel frame. The device for attaching the

pistol to the stock, as seen in Fig. 2, is so arranged that it is perfectly secure when in place. Loaded with smokeless powder only, the cartridge has a full metal cased bullet, giving a velocity of 900 feet per second and a penetration in $\frac{7}{8}$ inch pine boards of seven boards at 225 feet and six boards at 325 feet. The specifications of this pistol are: Weight, $32\frac{1}{2}$ ounces; length over all, 8 inches; length of barrel, 5 inches; capacity of magazine, 7 shots, the finish being full blued with checked walnut stocks. Stock and holster only weigh 21 ounces, and are 11 inches long over all. The pistol with stock attached weighs $53\frac{1}{2}$ ounces, and is 19 inches long over all.

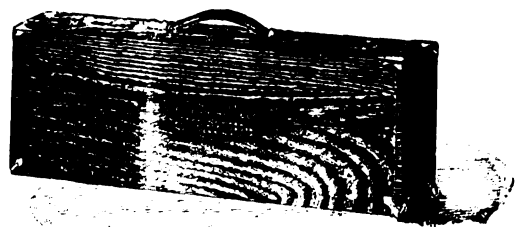
ELECTRICIAN'S NEW HAND TOOL CASE NO. 1003.

Among the new and greatly improved conveniences marketed by C. E. Jennings & Co., 42 Murray Street, New York, is an Electrician's New Hand Tool Case No. 1003, for which they have



ELECTRICIAN'S NEW HAND TOOL CASE NO. 1003.—OPEN.

applied for a patent, and which we illustrate herewith, showing it opened and closed. It is made of hard wood, handsomely finished, furnished with brass lock and leather handle with rings, for strap to pass over shoulder; metal clasps and corners, and

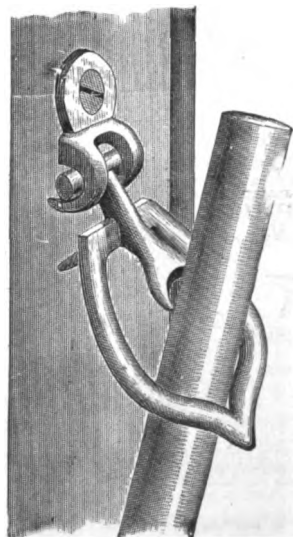


ELECTRICIAN'S NEW HAND TOOL CASE NO. 1003.—CLOSED.

having a removable tray. It is designed to hold 24-inch Electrician's Bits and a 24-inch bit extension. Its dimensions are as follows: Outside, $25\frac{5}{8}$ inches long, $9\frac{1}{8}$ inches high, $5\frac{1}{4}$ inches wide; inside, $24\frac{5}{8}$ inches long, $8\frac{1}{8}$ inches high, $4\frac{1}{4}$ inches wide; inside of tray, $23\frac{7}{8}$ inches long, 2 inches deep, 2 inches wide. Packed six in a crate. Weight $7\frac{1}{4}$ pounds.

KNAPP'S "GRAVITY" BROOM HOLDER.

George S. Knapp, Bridgeport, Conn., among the numerous specialties manufactured by him, is introducing to the Hardware trade Knapp's "Gravity" Broom Holder, of which we show an



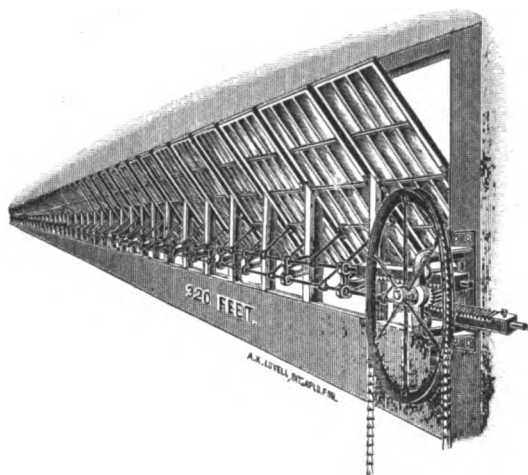
KNAPP'S "GRAVITY" BROOM HOLDER.

illustration. Nothing better for house or factory use is made. Slip handle of broom in holder, and in removing the hand the weight of the broom holds it in position. When it is necessary to

remove the broom, lift the end of the holder with the thumb-nail, and catch the broom when it drops. It is intended to screw on the inside of cellar or closet door, or, in fact, in any convenient woodwork. It is a simple, practical and useful device, and is claimed to pay for itself many times in saving the life of the broom.

THE LOVELL WINDOW APPARATUS.

The G. Drouve Co., Bridgeport, Conn., and New York office at 1135 Broadway, are equipping large shops and mills throughout the country with the Lovell Window Apparatus, the operation of which window and shutter device is best shown by the accompanying illustration, which illustrates a section 320 feet in length, giving a perspective view of the device operating a line of win-



THE LOVELL WINDOW APPARATUS.

dows with window partly opened. With this device, a line of sash 500 feet long can be operated from one station if desired. As the operating station for an entire building is, unless otherwise ordered, always placed on the wall at end or side of building, in case of fire the windows can be quickly closed, while the people are leaving the building. This feature appeals to the owners of large factories or mills. The arms operate by a straight push and pull, instead of the twist used in other devices. The advantage of this is apparent. The manufacturers state if drawings or blue prints are sent them, or the length of runs and number of sash to be operated and the height of sash from floor, they will cheerfully furnish estimate for the apparatus, f.o.b. cars, or erected complete.

C. L. HATHAWAY & SONS HARNESS SPECIALTIES.

C. L. Hathaway & Sons, 346 Congress Street, Boston, Mass., manufacture a special line of goods which should be in every Hardware store in the country, where they can be looked upon and considered as being each and all of them of good selling merits and catering to a class of trade—that of horse owners—who are good buyers for what they want and do not usually waste their time in haggling over the prices at which they are sold.



STAR HARNESS DRESSING.



STAR HARNESS OIL BLACKING.

Their Star Harness Dressing is one of their most salable specialties. It may be relied upon to produce a beautiful polish, making any new or old harness look fresh, clean and handsome, and it will always give satisfaction with the use thereof without the

fear of the leather cracking or the dressing producing a smut.

The Star Harness Oil Blacking is excellent in the way it is able to impart new life and looks into any harness. It both cleans and blackens, and may be relied upon to do its work every time.

Hathaway's Axle Oil is another salable specialty that is calculated to do away with all hot boxes and any excess friction. It is not a greasy body, but a full frictionless body; in fact, a



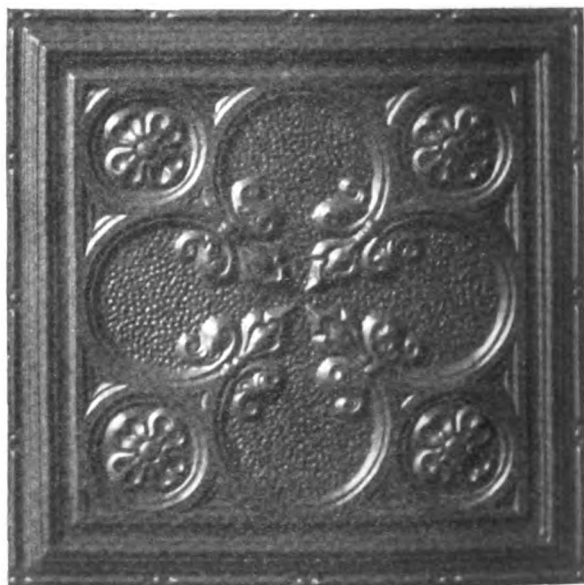
STAR AXLE OIL.

Hathaway body that always resists wear. The dealer would find it extremely difficult to procure as good an axle grease. It is one of the best claims that one certainly could not find a better.

THE EDWARDS NEW GOTHIC CEILING PLATE.

The term Gothic at first applied simply as a mockery by the architects of the Renaissance Period is now accepted as the name of the style of architecture that flourished in western Europe from the middle of the twelfth to the end of the fourteenth century. It varied under local influence in different countries, but its distinguishing characteristics were everywhere the same.

In Yorkshire, England, however, there was a steady progressive development uninfluenced by any classic tradition and therefore it reached a very marked character. English-Gothic architecture may be divided into three distinct periods; namely the early English from 1175 to 1272, A. D.; the Decorated, from 1272 to 1377 and the Perpendicular from 1377 to 1483; each period being about 100 years in extent, though the transition from one style to the next succeeding was so gradual that no exact dividing date can be set. The early English style includes the transition from the Romanesque to the Gothic. The Decorated style is distinguished by wider arches, divided by narrow mullions and the perpendicular becomes more and more complexed.



THE EDWARDS NEW GOTHIC CEILING PLATE.

We show here a Gothic Ceiling Plate, No. 1666, one of the many handsome and artistic modelings being brought out by the Edwards Manufacturing Co., "The Sheet Metal Folks," with offices and factory in their new location, 518 to 538 Eggleston Ave., Cincinnati, O. The company advises us that they have in press now a new catalogue of Metal Ceilings and Side Wall Designs, of the different periods and which they will be pleased to forward to parties interested.

THOUGHTS ON SALESMANSHIP.

Much has been written of late upon the subject of salesmanship. These discussions find their source in a realization of the fact that steadily increasing competition, with the consequent narrowing margins of profit, demands from the concern or the individual hoping to acquire or hold a conspicuous place in the commercial world an ever-increasing efficiency. Men and business institutions have come to realize that salesmanship is a science, concerning which much may be learned from a careful consideration of the principles which underlie it. In a recent issue of *The Valve World* the subject of salesmanship is dealt with in an illuminating manner and while the principles there advanced are intended to apply principally to the traveling salesman, the same principles may be wisely adhered to by the salesman in the retail store. The article says:

Nowadays we know that the old idea, that either the seller or the buyer must lose on every transaction is false. We expect the seller to make a fair profit, and we know that unless the buyer gains through the transaction, he will not again be a purchaser. If the seller is obviously disposing of his goods at a loss, the suspicions of the buyer are at once aroused. Anybody can give things away; a salesman is one who can not only sell goods at a fair profit, but who can make regular customers for his house.

The day of the torrent-of-words salesman, of the intemperate or licentious salesman, whose life and talk smack of the frontier, is gone. Occasionally a survivor of the old type is found who is unquestionably successful. He succeeds, not because of his uncouth methods, but in spite of them. We pity him, and wonder how much more he could accomplish were he to adopt modern methods. He is like the peasant who still uses a crooked stick for a plow.

The successful salesman of to-day is a man whose methods and point of view are in accord with the high requirements placed upon him by the community with whom he deals. He must be a man of judgment and intelligence. He must be a man of decency, for he deals with decent people. He must be honest and frank, for these are qualities which men of character demand of those with whom they associate. The salesman must have good health, without which his mind will not be alert, and the man himself will be nervous and crabbed.

MUST BE AN ENTHUSIAST.

The salesman must be an enthusiast, not in the emotional sense, but he must know he has a meritorious article, and be eager for others to appreciate its excellence. This is the enthusiasm of conviction. Then the salesman must be aggressive, looking upon obstacles and rebuffs as opportunities given him to show the stuff he is made of; in other words, he must be a man of mental vigor and courage. He must keep awake. This is not a time for Rip Van Winkles. This is an age of hustle, but hustle does not mean merely high speed. Hustle means constantly keeping going towards a definite object, saving minutes and words. Mere bustling around accomplishes nothing and brings ridicule.

"No knocking of competitors' goods," should be the motto of every salesman who hopes to succeed, for the world despises a knocker and it is at once disposed to be unfriendly to him. This does not mean that a salesman should not compare his goods, as to quality, price, etc., with those of his competitors, but it does mean that he will do so, if at all, fairly and squarely. One of the fine things that comes into the life of a salesman who is not only a man of character, but a man of pleasing address and an attractive personality, is the friendships he forms with the best men with whom in his work he comes in contact. Many are the profitable and pleasant hours he spends with such companions. And it is out of such friendships that business is gained, for it is human nature for us to assist our friends.

MUST KNOW MEN.

The salesman can never meet with a large measure of success until he knows men—until he can read character, understand and sympathize with men. No two men can be approached in exactly the same way. It is certainly a wise provision of nature that we intuitively adapt our speech and manner to those with whom we are brought in contact, unless we deliberately make an effort to treat all comers alike. Here arises the question of the value of set speeches in presenting goods, a method of salesmanship which probably had its origin in the subscription-book business. The average book salesman memorizes a little story and recites it to any one who will listen. Yet in presenting a complicated article this method has the merit of affording a means of concisely and succinctly given full information. But it does not in any way relieve the salesman of the necessity of having an intimate knowledge of the goods he is pushing.

That the salesman should be able to present reasons as to cost, durability, utility, etc., why his article should be bought, goes without saying, yet the relative importance of these reasons depends entirely upon the customer and his object in making a purchase. To one man price is of no object. To another price is the prime object, quality being of secondary consideration. As a general statement the world wants reasons, and wants them presented logically and pointedly. Many salesmen are much more familiar with the intrinsic merits of the article they are pushing than with the uses to which it may be put—a decidedly important feature in that such a knowledge frequently enables the salesman to suggest economies which would be made possible through the use of his article.

That these requirements are more or less ideal is freely admitted, but they are the direction in which the salesman should endeavor to grow; and there is just the pith of the matter, for by intelligent endeavor a man can make himself almost what he wills. Of course he cannot make himself grow tall or short, or have black instead of blue eyes, but our physical appearance, which is largely beyond our control, unless bearing the tell-tale marks of dissipation, plays a small part in our life compared with the leading roles taken by those qualities over which our will has dominion.

There are four steps through which the mind of the purchaser must be led. First, his attention must be gained. There is no use talking to a man who is intent on something across the street or who is in the midst of a newspaper article which he goes on reading. The attention accorded depends largely upon the personal appearance and manner in which the salesman presents himself. Here is where character, the ability to look a man square in the face and gain his recognition play an important part. After the attention is gained, the customer must be interested in the subject matter of the proposed sale. Usually a man is most interested when shown that he can profit by making a purchase. After his interest is aroused, the next step is by arguments adapted to the particular case to lead him to desire to possess the article, the merits of which are being presented. Then he must be able to make up his own mind, to decide and to say that he will purchase.

Now, advertising, or "salesmanship-on-paper," may be used with the idea of carrying the mind of a prospective customer through all these four stages. Above all, the salesman should know what articles are being advertised by his house, and what statements are being made in regard to them, for ignorance in regard to such matters puts the salesman in a bad light and tends to weaken the respect which a customer should have for him and his firm.

These are sound principles and should be of much value to anyone who sells goods, be he a traveling salesman selling the retailer, or a clerk in a retail store. In this day and age the salesman must know his business.

HOW TO SELL WASHING MACHINES.

An excellent paper, entitled "How to Sell Washing Machines," was read by C. W. Magill, representing the Boss Washing Machine Co., Cincinnati, Ohio, at the recent convention of the Missouri Retail Hardware Association. The following extracts will demonstrate its quality.

In selling Washing Machines to the consumer I would advise the dealer to be very attentive to the specialty man, if one presents himself, for it is his business to know his competitors' goods as well as he does his own, for from him oftentimes one can learn much about the goods he may have in stock that makes good pointers in selling. I have frequently found the retail merchant with rotary Washers in his store who

COULD NOT MAKE ANY COMPARISON

between what he had for sale with what his competitor had. I have seen young men who were showing Washers who said, "This machine is the best; we sell more of this Washer than our competitor does of the kind he has," and relies upon a statement which he is not sure is correct to influence the sale.

He must be able to tell his customer and show him that every statement he makes is the truth. If it is a Rotary Washer tell him the size of the tub, because all Washers have not the same size tub; next call his attention to the finish and the kind of lumber. If he has a quality of lumber in the tub he is selling that is less liable to shrink and swell than some other woods it is a good point to make. If the hoops are strong and good, attention should be called to this.

IF THE MACHINE CAN BE TAKEN APART

and put together easily dwell on that point, too.

Show how easy it is to insert repairs that may be needed, for

anything will wear out in time. Cover the general construction. Make your customer familiar with all the minutiae and then show him that the dasher makes so much of a revolution before reversal takes place, for that indicates one of the features of the Washer just as much as anything else, and be sure to call attention to the number of reversals the dasher makes to, say fifty turns of the hand wheel, because then you show the speed, and the more speed you have the less number of times you have to turn the hand wheel to produce the same result, or to do better work in the same time or as

GOOD WORK IN LESS TIME.

If you happen to have a larger dasher it only shows more agitation because it describes the large circle in the same time a smaller one does. If the tubs happen to be larger there is an advantage because it brings the clothes nearer to the rubbing surface on the side of tub. Especially call attention to the dasher if it happens to be constructed so that the shaft does not come through the dasher to entangle the clothes or pinch holes in the garments. You must

GET INTO THE DETAILS.

The little things count in showing up goods as much as the greater ones. If you have shields over the gears to prevent children from pinching their fingers, show the advantage, or if your machine is not made that way show why it is not needed. Quality and durability count as much as ease of operation. Always advise your customers never to load the Washer so heavy that it works hard, and always use soap plentifully because it is a chemical action this washing of clothes. The dirt must be loosened and the soap does it. Boiling hot water in which a large portion of soap has been dissolved loosens the fibers and permits the water to pass through, carrying the dirt with it. If it is a double-acting machine, one of the kinds that the Germans and Swedes prefer because of its rubbing propensity in opening up the meshes of the garment, then show its ease of operation. If you happen to have one that can be put together without the use of nuts or bolts or the Hardware is interlocking and automatic in its action, call attention to this;

SHOW UP ALL GOOD POINTS.

The surest way to clinch a sale is to say, "Take it home and if, after using it for three or four times, you find it is not as I represent it, or does not do the work, bring it back and we will give you your money back." You know that if it was not satisfactory it would come back anyhow, and you are safe.

NEVER RUN DOWN YOUR COMPETITOR'S GOODS.

Rather tell your customer if he asks anything about them, all their good points and show what way yours is superior.

Bear in mind that the water must get through the clothes, that soap loosens the dirt and that a machine that squeezes by any process the water through the garments is much better than one that forces the clothes through the water.

You all know that it is always best to get the money for your goods and you can refund if returned, but

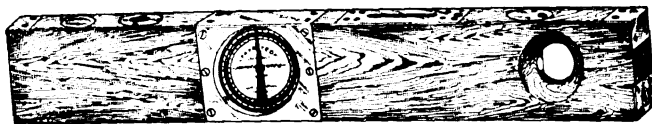
GOODS ARE NOT NEAR SO LIABLE TO BE RETURNED

if they are paid for as they are when given for trial.

Some dealers in small towns have been very successful with washing machines by allowing a clerk or two to take a wagon in the dull harvest time loaded with washers and leave one at every farmer's house who has not a washer, telling him to try the machine for a month and it has been almost a certainty that the sale was made right then because it showed confidence.

THE AMERICAN COMBINED LEVEL AND GRADE FINDER.

This instrument manufactured by Edward Helb, Railroad, Pa., is most complete in all its arrangements, and is the only one of its kind on the market. In size and appearance it is like the ordinary spirit level, being two feet long, three and a half inches wide and one and five-eighths inches thick. As illustrated in Fig. 1, it serves every purpose of the ordinary level. However, on account of the longitudinal recess formed in the bottom, by



THE AMERICAN COMBINED LEVEL AND GRADE FINDER.

means of which it is possible at first sight to find the true bottom level of any grade or surface at any distance, the instrument far surpasses the common level even for ordinary leveling purposes. It will at once show the exact height in inches and degrees needed to block up to a true level. The chief distinguishing feature of the Combined Level and Grade Finder, however, and that which gives it its great value, is the graduated dial with the pointer on the side of the level. This dial makes the instrument serviceable for all forms of carpenters' and mechanical

work, and for all forms of grading, landscape gardening, excavating, etc., it enables the ordinary laborer to do work which otherwise often requires the expense of a civil engineer. Moreover, the dial in connection with the spirit level makes the instrument a double proof of accuracy, both for horizontal and



TOP VIEW.

vertical positions. A booklet of 24 pages, thoroughly indexed, is sent with every instrument. This booklet contains a number of cuts illustrating the use of the instrument in carpenters' work; in plumbing, drainage, getting the heights of objects, finding length of base and slant lines, where the perpendicular is known; also the perpendicular when either the base or slant is known, and a number of other uses. It is simple in construction, not liable to get out of order and in case any part should be broken it can readily be replaced. The low price at which it is marketed brings it within the reach of all mechanics and workmen who would be equipped with up-to-date instruments.

HOW TO FIGHT CATALOGUE HOUSES.

It was about thirty years ago that the retailing of goods through the mail order system was first started—small at first but now amounting to many millions of dollars annually. That the mail order system and the catalogue business, says the *Implement & Vehicle Journal*, is growing and spreading each year, and being felt more and more by the local retail dealers is evidenced by the much talk that is made about the catalogue house system when the retail dealers hold their annual conventions. Much thought and study has been given to the catalogue house problem, as to how the retail merchants can checkmate and circumvent the business of catalogue-mail-order houses and without having reached or discovered any successful plan. The thing to do, and about all that can be done, as it appears to the mind of the writer, is for each and every retail dealer to carry a few articles in stock of the grade and quality that are being sold by catalogue houses and sell them, and rather offer to sell them at catalogue house prices, remembering to add to the mail-order house prices the transportation charges the buyer would have to pay if he ordered the article by mail from a cat. house. But, before the prospective customer makes up his mind which to buy of the articles shown him, call his attention to the difference in quality between the cat. house article and the other better grade goods, guarantee the better articles to be all that you claim for them as to material and workmanship, and say to the customer if he buys the mail order house article, he must be guided by his own judgment, that you would not guarantee the article to be even what it appears to be, and if he takes it he must take it without a warranty and make no kick about it after he buys it. And another suggestion we have to offer is that the dealers make more of an effort to advertise the lines of goods they carry and notice to the consumers that they are prepared to meet all competition; keep their storerooms in a more orderly condition, than many do, their goods clean and attractively arranged and greet their customers in a spirit of friendliness and be ready to serve them to the best of their ability. The writer has witnessed a farmer enter a dealer's store and the dealer remain seated, seemingly indifferent as to the purpose of the farmer's call. It is active work, close attention to one's business and advertising and circularizing that has more to do with the success of a business than anything else. To sit in a disordered store, goods covered with dust, and not get up to wait on a customer when he comes in, but remain seated, cussing about the inroads the catalogue houses are making for trade all over the country is not the way to keep the consumers from buying from mail order houses.

LEASE—OPTION—SALE—PERFORMANCE.

In the case of Thomas vs. The Bauern-Schmidt-Straus Brewing Company, recently decided by the Court of Appeals of Maryland, it appeared that a lease for one year contained a proviso "that this agreement with all its provisions and covenants shall continue in force from term to term after the expiration of the term above mentioned or of any term thereafter by giving at least thirty days' previous notice thereof in writing." The lease also contained a subsequent stipulation "that the said tenants shall have the right to purchase said property at the end of said term for the sum of two thousand dollars." A little over fifteen months after the lease was executed, but while it was still in force, the appellee notified the appellant that it desired to avail itself of the option to purchase the property and tendered the amount above mentioned, which the appellant declined to receive. The court held that the option was a continual obligation running with the lease; that the contract was not lacking in mutuality, and that the decree of the lower court requiring the specific performance of the contract for a sale of the property should be affirmed.

REVIEW OF THE MARKETS.

WIRE NAILS: There has been a large trade done in Wire Nails this month, so much so that jobbers' stocks have become low by comparison. They have prepared to replenish, and have been placing new contracts so as to do so, although of course not to the extent they did six months ago. Shipments have been made in large quantities to the West and Northwest. Prices are firm and quotations are as follows: f.o.b. Pittsburg, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|---------------------------------------|--------|
| Carloads to jobbers | \$1.85 |
| Carload lots to retail merchants..... | 1.90 |

New York.—While the jobbers' prices are referred to as being well maintained, there has not been a very heavy local trade. Small lots from store are quoted on a basis of \$2.15 per keg.

CUT NAILS: New business has been comparatively light, though the delivery on contract orders has been remarkably generous at the mills, the business being largely confined to these deliveries. Quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburg; \$1.85 for less than carloads, f.o.b. Pittsburg; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock, New York. Iron Cut Nails at points west of Buffalo and Pittsburg are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—Jobbers' prices for small lots from store are well maintained. The local demand has been normal. The demand for small lots from store is about the relative proportion of Wire Nails. Small lots from store are quoted on a basis of \$2.05 per keg.

BARB WIRE: The mills are shipping heavily, although new business is scarcely considered as being prominent enough to mention. Quotations are as follows: f.o.b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days:

| | Painted. | Galv. |
|--|----------|--------|
| Jobbers, carload lots..... | \$2.00 | \$2.30 |
| Retailers, carload lots..... | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: The demand on Woven Wire Fence manufacturers has been quite large all the season, but it now approaches the end, decreased quantities being noted. It is reported that large orders are being received from the Telephone companies and the demand for Bale Ties is keeping up wonderfully. Quotations are as follows, f.o.b. Pittsburg, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers, 6 to 10. The other numbers of Plain and Galvanized Wire take the usual advances.

SANDPAPER, EMERY CLOTH, ETC.: New list prices on Sand, Garnet and Emery Paper and Cloth have been adopted by manufacturers, going into effect April 10. It is understood that no changes in terms and discounts have been made. Following is the new list on Flint Paper in reams, which is subject to a discount of from 60 to 60 and 10 per cent. to average retail trade:

Flint Paper, in Reams.

| Nos. | 9 x 11 | 9 x 12 | Nos. | 8 1/4 x 10 1/2 |
|-----------------------|--------|--------|---------------|----------------|
| 1-0 | \$6.25 | \$8.25 | 00 | \$1.25 |
| 3-0 | 6.25 | 8.25 | 0 | 4.25 |
| 00 | 6.25 | 8.25 | 1/2 | 4.25 |
| 0 | 6.25 | 8.25 | 1 | 4.75 |
| 1/4 | 6.25 | 8.25 | 1 1/2 | 4.75 |
| 1 | 6.75 | 8.75 | 2 | 4.75 |
| 1 1/4 | 7.25 | 9.25 | 2 1/2 | 5.25 |
| 2 | 7.75 | 9.75 | 3 | 5.25 |
| 2 1/4 | 8.25 | 10.25 | Assorted..... | \$4.75 |
| 3 | 9.50 | 12.25 | | |
| 3 1/4 | 10.75 | 13.75 | | |
| 4 | 11.75 | 15.25 | | |
| Assorted 9 x 11 | \$7.25 | | | |

TIN AND GALVANIZED WARE: The advanced quotations at which Tin Plates and Pig Tin are held have affected the manufactured articles to an extent that the manufacturers of Stamped and Pieced Tinware have advanced prices about 5 per cent. Galvanized Ware already selling near the cost of manufacture at prices that are unchanged. An attempt was made at a recent meeting in Pittsburg to agree on more remunerative prices, but beyond a slight stiffening in quotations by one or two manufacturers no understanding was reached.

ROPE: The following prices may be said to represent the market:

| | Cents per Pound. |
|-----------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12 1/2 @ 13 |
| B Quality Manila | 11 1/2 @ 12 |
| Pure Sisal, 7-16 and larger..... | 9 1/2 @ 10 |
| No. 2 Sisal, 7-16 and larger..... | 8 @ 8 1/4 |

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

| | |
|--|-----------------|
| White Sisal (500 feet to the pound)..... | 9 1/4 @ 9 1/2 |
| Standard (500 feet to the pound)..... | 9 1/4 @ 9 1/2 |
| Standard Manila (550 feet to the pound)..... | 10 1/2 @ 10 3/4 |
| Manila (600 feet to the pound)..... | 11 1/2 @ 12 |
| Pure Manila (650 feet to the pound)..... | 12 1/2 @ 13 |
| Less than car lots 1/4 cent advance. | |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

| | |
|-------------------------------------|----------------------|
| In lots of less than 5 barrels..... | 43 cents per gallon. |
| In lots of 5 barrels or more..... | 42 cents per gallon. |

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

| |
|--|
| Double Boiled Linseed Oil, 2 cents per gallon higher than Raw. |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw. |
| Calcutta Oil65 cents per gallon. |

THE PHILADELPHIA TRADE.

Spring trade is fully up to the average, and now that the farmer is again out in the fields, there is the usual cry for agricultural tools, and as happens almost every year the supply is apt to be short on certain lines of goods. In fact the variety of farming tools is now so great, that it is practically an impossible task to keep an unbroken stock, and while the careful jobber does his best to keep his lines intact, he must sometimes ask for the indulgence of his customers.

When pressed for forks, hoes and rakes, the manufacturer of steel goods is very apt to throw the blame back on the handle maker, and say that he cannot get handles fast enough to fill his orders, and so the blame is passed on from one to another.

Probably, one of the most surprising things in this year's trade is the unusual demand for Window and Door Screens. Owing to the high price of lumber, the manufacturers have advanced the price of these goods almost fifty per cent., claiming that this advance was simply forced upon them. Usually such an advance has the effect of retarding trade, but it seems this year, as if it had precisely the opposite effect, in stimulating trade, as orders have been unusually large. Reports from country dealers indicate a fair volume of trade, which a few days of warm weather will, probably, increase greatly. This year dealers have been prompt in ordering their supplies early, and as a rule are now well supplied with goods to satisfy the needs of their customers.

Prices are still firm, and in many lines advancing. Strap Hinges and Wrought Butts have scored an advance of about ten per cent., and one of the Axe manufacturers has notified the trade of an advance of fifty cents per dozen, and practically all Axe makers having oversold their production are now withdrawing from the market. Perhaps, there has never been such a demand for Axes, as there has been this year, and dealers have been quick to take advantage of the low prices. The great event of the week is the appalling news from San Francisco, and at the date of this writing our thoughts are more with our fellow Hardwaremen in that great city than with our own business. It does not take a very long life to recall such enormous disasters, that it is evident that we can never tell when we are safe. Johnstown, Martinique, Galveston and the Baltimore fire are still fresh in our memory, and now within the last ten days Vesuvius and San Francisco have been added to the list. Fire, flood and earthquake still show how terrible nature may be in her manifestations, and our sympathy goes out strongly to the sufferers on the Pacific Coast.

BIDDLE HARDWARE CO.,

JAMES H. RITTER,

THE MINNEAPOLIS TRADE.

Business conditions here generally are bright and prosperous. In the retail Hardware trade they are not quite in good condition as they have been for the past three years or more, as some of the dealers in the retailer's association have gotten a little

FILES

**Nicholson
Arcade
American**

**Great
Western
McClellan**

"These Brands are Sold by all Live Hardware Merchants"

RASPS

**Kearney
& Foot
Eagle**

**J. B. Smith
"X-F"
Gold Medal**

MANUFACTURED
— BY —

NICHOLSON FILE CO.,

Providence, R. I.

restless in the way some quiet price cutting has been done by the smaller dealers, who have taken advantage of the situation and it seems quite likely that we will have a year of open prices, sharp competition and to a certain extent unprofitable business.

The jobbers are exceedingly busy. We are all having difficulty in getting goods and in some instances it has been very serious with us, as on account of our fire and the sale of our goods in a damaged condition, the uncertainty as to whether they would all be disposed of readily or not, made delays in placing many of our stock orders and it is almost impossible to get certain staple goods so necessary to a well regulated Hardware store. However factories generally appreciate our position and treat us quite well in that respect.

As to the outlook for the future, while there is money enough in the Northwest, so if there was a complete crop failure, people need not stop buying only to a limited extent, a failure of the crops would have that effect, but that need hardly be considered, for during the eighteen years the writer has been here; that has never happened and only occasionally has it been spotted, where hail, floods and rust have got in their deadly work. In certain sections this year the seeding is a little late. We quote from circular letter sent out by one of the largest grain concerns here, who operate throughout the entire Northwest.

They state in the Southeast of South Dakota wheat seeding is complete, in Southern Minnesota fifty per cent. complete, about thirty-five per cent. of seeding has been done through the center of Minnesota and North half of South Dakota and twenty per cent. in North Dakota, outside of the Red River Valley. In the valley proper a strip twenty to twenty-five miles wide and about 200 miles long little seeding has been done and some fields near the river are still under water, but they think by the 23d, seeding will be completed. They estimate there is an increase in acreage of wheat of about ten per cent., same of barley and oats. That the soil condition is excellent and more Fall plowing was accomplished than heretofore. In the Canadian Northwest conditions are more favorable than in North Dakota and fifty per cent. of the seeding is completed there.

Covering a period of five years, the seeding condition of today, although a little late is more favorable than the average. The weather at this time is excellent, clear, bright and just about warm enough.

Naturally at this time the all absorbing topic is the disaster at San Francisco. It is a terrible calamity.

W. K. MORISON & Co.

CHICAGO'S HARDWARE SHOW.

In connection with the annual meeting of the Illinois Retail Hardware Association, which will be held in the Coliseum, Chicago, on February 13, 14 and 15, 1907, it is intended that the exhibits shown by the Hardware manufacturers on that occasion will make a separate and distinct Hardware Show, so called, and

the same will be under the management of Gustav R. Lott, of No. 1002 West Lake Street, Chicago. Mr. Lott is the president of the Chicago Retail Hardware Association, and is, of course, sufficiently familiar with all the details covering an exhibition of this character.

Goods will be received at the Coliseum Building, on Monday, February 11, at 10 A. M., and it is expected that all exhibitors will arrange their stands on Monday and Tuesday, February 11 and 12, and have the exhibits ready for the public by Wednesday, February 13, at 10 A. M. No work that will create a disturbance will be permitted after that hour.

The Show opens on Wednesday, February 13 at 10 A. M. and each and every day thereafter from 10 A. M. to 11 P. M., closing at 11 P. M. on Friday, February 15.

The annual meeting of the Illinois Retail Hardware Association will be held on the second floor of the Annex, during the three days of the Show. It is intended to furnish orchestra music afternoons and evenings. Tickets will be sold to exhibitors in lots of 50 or more for 10 cents each. All Hardwaremen who are affiliated with State Hardware Associations will be furnished with passes by the management upon their request. The Show will be thoroughly advertised in the local papers, and a large attendance of the public will be looked for during the evenings of the Show. As special rates will be obtained from all railroads in the Central and Western Passenger Association territory, the Hardware trade from the central and Western portion of the United States will attend this Show in large numbers.

Mr. Lott says that he has a total of 270 spaces to let in all, and he rented 88 spaces the first five days after sending his circular. He intends to give the exhibitors the benefit of his advertising and will run lists of them occasionally. Some exhibitors have taken as much as six spaces, the average being about three.

HARDWAREMEN ORGANIZE.

Organization of the Oregon Retail Hardware and Implement Dealers' Association was effected recently in the office of the Portland Retail Hardware Association. The following officers were elected for the first term ending the second Wednesday in February next: President, John H. Simpson, of Corvallis; vice-president, H. J. Altnow, of Woodburn; treasurer, Frank Dayton, of Portland; secretary, H. J. Goff, Forest Grove; executive committee—E. F. Willis, Banks; F. E. Chambers, Eugene, and Frank Spencer, Salem. The object of the new association is to promote the welfare of the retail Hardware and implement trade in the State of Oregon. Thirty charter members signed the constitution and by-laws, but it is expected that many more will join, as there are fully 300 retail dealers throughout the State. The executive committee will meet at the call of the president from time to time whenever anything of importance arises demanding consideration at their hands.

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U.S.A.

CLEVELAND'S ADVANCED VIEWS ON LABOR.

The business of the country is under such headway that the fear of a coal strike has had little effect. Even call money at 25 per cent. in Wall Street fails to scare the farmer who needs a new wagon and has money to pay for it. Panics in Wall Street, riots in Missouri, or strikes in Pennsylvania, no longer paralyze the entire country, because sections have become self-sustaining business centres, which when united make a nation powerful enough to defend the flag, that guarantees the sectional privileges, against the assaults of its enemies. A nation that can easily furnish, equip and maintain a million men in the field, can command peace by fighting for it. If organized labor, as it threatens to do, abandons the advantages it has in the sympathy of its friends, by appealing to politics, to gain its purpose, its enemies may well be pleased. The influence it has in legislation has always been largely out of proportion to the number of its votes. The Chinese exclusion acts, the contract labor law, the eight hour law, were enacted at their suggestion, and in their interest without their having any special representative in Congress. In their zeal to promote their interest, they have not always been careful of the interest of others, and since their organization is a combination to advance the price of their product, in the sensitive condition of the popular mind against combinations of this kind, the enemies of organized labor, will not be slow in accepting the challenge to discuss the issues before the public. The leaders of organized labor must defend its actions which may not meet the approval of all those who are in sympathy with its purpose. The position they occupy is not likely to be improved by political contention. The public is a third party in these conflicts and its patience may become exhausted. Business of the country is menaced by them and there is a limit to endurance, that in a political test might find expression. There are times when it is better to endure the ills we have than fly to others, the result of which may be questionable.

THE LOCKWOOD-TAYLOR HARDWARE CO.

C. B. LOCKWOOD, Pres

THE DAVENPORT TRADE.

There has been a decided improvement in trade since the weather became pleasant and the country roads passable. The difficulty now is that everybody is in a hurry for goods and nearly all send rush orders. The market seems steady; there is very little complaint of price cutting and it begins to look as if people were trying to be more conservative and cultivating the idea of more consideration for the other fellow. Farmers are planting seeds under favorable circumstances and they also report that fruit prospects were never better. Trees are leafing out; boys are playing marbles; baseball has commenced; the golf links are open; all of which suggests the near return of the good old summer time.

SICKELS, PRESTON & NUTTING CO.

THE CHICAGO TRADE.

Matters with us are very satisfactory as we are extremely busy. In fact our trade has increased largely each month this year and is still on the increase. General trade conditions are entirely satisfactory with our customers and with us. We are receiving usual Spring orders for the general line both through our travelers and by mail, which is very encouraging to us, in view of our new illustrated catalogue which is now in the hands of the trade, being used in all ordering for the goods sold by us and carried in stock. We feel congratulated upon the success of our catalogue which we know is helping us a great deal with new customers, as well as old, in securing more business from them than we have ever had before. In fact our trade has increased so within the last thirty days that we have been obliged to work our entire force two evenings a week in order to keep up with our usual prompt deliveries. We see no reason why trade should not continue to be good during the year. The weather is favorable; prospects for good Summer crops are favorable, and with no clouds in sight we feel that the country will have prosperity throughout the coming year.

WELLS & NELLEGAR CO.

THE SAN FRANCISCO TRADE.

(Written Before the Fire.)

There was not much feature to trade last week. The religious holidays practically reduced the number of business days to four, and there is never much disposition to do any extra business just before a holiday period. Most of the farm and orchard products of California are rapidly cleaning up, some are already completely so, and from present indications we shall have no particular stock of anything left on hand when the new crops come in. The grain crops continue in brilliant condition all over the coast, but several kinds of fruit bid fair to turn out short, owing to unfavorable weather during the winter. But on the whole the agricultural outlook is excellent, and at this date promises this territory still another year of the wonderful prosperity we have

enjoyed for the past eight or nine years.

At the recent fourth annual banquet of the employees of Baker & Hamilton at the California Hotel, George Hood was master of ceremonies, and after a royal feast toasts, music and song kept the crowd of guests in tip-top humor. The committee of arrangements were J. C. Beatty, A. Bird, H. Bultmann, Charles Crawford, William Worden, B. P. Walls, C. R. Johnson, William J. Carlisle, L. Fox, J. O. Greenwell, William Lee and C. Jeffress.

Last week a fire of unknown origin caused a loss of \$11,000 in the Los Angeles plant of the Pacific Copper Company. The first floor was occupied with the plant of the copper works and the second floor was utilized by Edward Burns, ornamental glass factory.

Work was commenced last week by the Monterey Glass Company on its establishment at Seaside, which it expects to make the largest producer in the world of window glass, for which Monterey sand is especially adapted and for which it has long been favorably known. The company has acquired 143 acres of land and sand and has a capitalization of \$500,000. The furnaces are to be lighted next Fourth of July.

Leases made and published this week show that Baker & Hamilton have leased for a term of years to the American Steel & Wire Company, the entire five-story and basement brick building, 8 and 10 Pine Street, and for a term of ten years the Pacific Hardware and Steel Company has leased its steel and store building, corner of Fremont and Mission Streets, to the Union Lithograph Company.

The Alexander-Yost Hardware Co. of this city is taking advantage of the remodeling of their building at Fremont and Market Streets into a modern office building, and is making needed improvements that will surprise the trade. Mr. Jones, president and manager of the Alexander-Yost Company, says the new store will be Twentieth Century in every respect.

The Golden West Hardware & Manufacturing Co. is the latest trade formation in San Francisco. It is capitalized at \$10,000 and W. E. Rickman, Samuel Batten and Samuel Jackson are at its head.

A large farm implement manufacturing firm in the East has written F. E. Jones, president of the Alexander-Yost Hardware Co., that they will move their plant to Aberdeen, Wash., if the local people will subscribe \$10,000 to the stock of the company. The matter will be taken up by the chamber of commerce.

The Northern Pacific Railway has announced a new schedule of freight rates between Tacoma and Portland on freight destined to and from San Francisco. Heretofore rates on through San Francisco freight have been higher than on local tonnage between Puget Sound and Portland. The steamship lines have been cutting into the freight traffic between the Sound and San Francisco, carrying some classes of freight that formerly went by rail. This fact is believed to have influenced the railroad in promulgating the new schedule. Reductions on the San Francisco freight amount to 25 per cent. and more. First-class freight is reduced from 30 to 45 cents a hundred pounds.

The J. H. Stevens Hardware Company of St. Helena, Cal., has incorporated. J. H. Stevens is president and manager.

Business friends and acquaintances of Charles Holbrook, the president of the firm of Holbrook, Merrill & Stetson, are congratulating him over his narrow escape from a bullet. The leaden missile entered the large plate glass window of Mr. Holbrook's office at 2 p. m. and the cause of the shooting is a mystery and whoever did the shooting has not been ascertained.

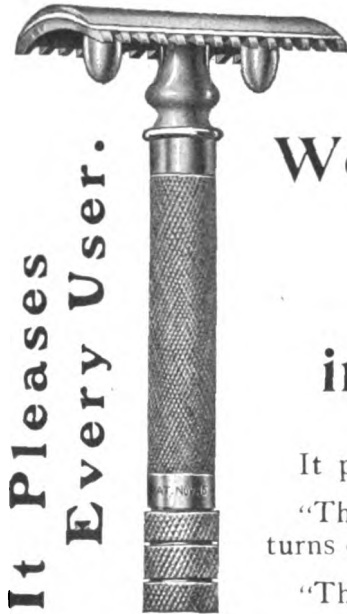
The J. C. Mailer Hardware Company of Santa Rosa has filed articles of incorporation. J. C. Mailer, who has conducted a Hardware business in Santa Rosa the last fifteen years, and his two sons, John R. and James T., who have been associated with him, are the principal stockholders. The senior Mailer has been a resident of Santa Rosa thirty years, and is president of the Northwestern California Hardwaremen's Association.

The Expo Camera Co. of New York, through Dunham, Carigan & Hayden Co. of this city, are offering to the trade of the coast the camera wonder of the age, in the shape of a camera exactly like a watch. It sells at \$2.50, and is proving a rapid seller. In speaking of the article the San Francisco company says: "The Expo Watch Camera is positively guaranteed a practical vest-pocket camera, doing clean cut work and having nearly all the merits of a much larger and more expensive camera, while easily excelling all other cameras in compactness, number of exposures to a loading, simplicity of manipulation, and cheapness of operation. As it is no larger nor heavier than a fair-sized watch it can be carried with you always, and as an exposure may be made in the twinkling of an eye, unknown to anyone, save the operator, it is no exaggeration to say that this wonderful little camera is 'The greatest detective of them all.'"

INDUSTRIAL PRESS ASSOCIATION.

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
in the World



It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

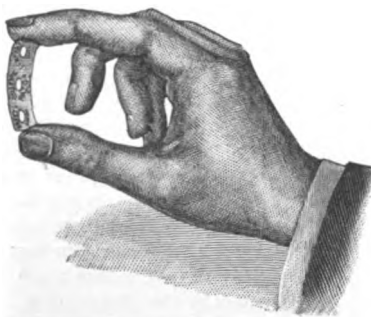
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



POPULAR TALKS ON LAW

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LANDLORD AND TENANT.

No. 12. Inquire into the Right of the Landlord to Make His Lease. Inquire into the Agent's Authority. See that the Lease is Properly Executed.

A tenant should see to it that his landlord's title is not defective, for he can get from his landlord no better title than the landlord himself possesses. One does not think for a moment of buying real estate without investigating as to the title, well knowing that he can buy no better title than the owner has to sell; and yet persons will take leases without any such inquiry. How does the lessee know but that the landlord's title is a mere life interest, and that the lease is liable to expire at any moment by the death of the landlord? How does he know but how the landlord's title is encumbered by a mortgage, the foreclosure of which will put an end to the lease? How does he know but that the landlord is himself a lessee with no right to sublet, or that he holds under conditions that lay the estate liable to a forfeiture for some breach? Indeed, how does he know that the landlord has any title at all?

Suppose that a lease should be made by one having no right to make the lease and the lessee went on the property and made improvements, at the same time paying rent, it might be very uncomfortable for him to find later that he was holding his lease of one who had no right to make it, that all his improvements must be forfeited to the rightful landlord, and that he was liable to the real owner for the use of the property. One taking real estate on a lease and intending to make valuable improvements should be as careful in the matter of investigating his landlord's title and right to make the lease in question as if he were buying the property. Of course this is not so necessary if a sudden eviction from the premises would do him no special harm.

It is of some advantage to know that a lessee dispossessed by reason of the defective title of his landlord has a legal claim for damages against the landlord, but this right may be of no value, as the landlord himself may not be responsible, or the lessee may not be able to prove damages that are adequate.

If it is desirable to make inquiry as to the right of the landlord to make a lease of the kind proposed, it is more desirable that an inquiry should be made when renting of one who does not claim to be the owner, but to be the agent of the owner. Not only does the lessee want to know in that case what right the landlord has to make the lease, but also what authority the agent has for making it for the landlord.

There is no room here for an extended lecture or agency, but as these talks are to serve practical purposes, something should be said to enable the intending lessee to learn the extent of an agent's authority.

In the first place, the agent must get his authority from the owner or holder of the title. It is very unsafe to take a lease from one who is the agent of an agent. In such a case it is well to know whether the first agent has the right to appoint a sub-agent with authority to make a lease. In dealing with agents in matters of real estate be careful to know either that the person making the lease or selling the property has authority direct from the owner of the title, or that the one making the lease, if not the first agent, is authorized to do so by the terms of the agreement between the first agent and the landlord.

It is important to know whether the agent making the lease is a general agent or a special agent. A general agent is one who has a general authority to transact all his principal's business, or all of his principal's business of a certain kind; as, for instance, one who is authorized to lease any of the principal's real estate as it becomes vacant. A special agent is one who has authority to do a certain act, as to lease a certain house. The distinction between a general agent and a special agent has a right to assume that he has authority to make any usual and reasonable contract in the matters intrusted to him; if he does make such a contract the principal will be bound, even though the agent in making the contract exceeds his actual authority in the particular case. In the case of a special agent's making a contract the person dealing with him does so at his peril; that is, there can be no assumption as to the extent of the agent's powers. The party dealing with him must inquire as to the scope of his authority, for if he exceeds his authority the principal is not bound. In the majority of cases, probably, agents to lease real estate are special agents, so that it is necessary for

one dealing with such an agent to inquire as to the extent of his authority.

If an agent makes a lease that he has no authority to make, he is personally liable, unless when the contract was made the agent showed his authority and the tenant took his chances on the proposed contract's falling within the right of the agent to make it. In such case the tenant is presumed to have made his own mistake.

It goes without saying that the landlord is responsible for his agent's frauds or misrepresentations.

As to the way in which the landlord must give his agent authority to deal for him it is held generally that the authority must be conferred in the same way in which the lease is required to be executed. In other words, if the agent is going to make a verbal lease, verbal authority is enough; but if he is to make a lease under seal, his authority must be under seal.

To sum up: If one takes a lease from an agent, he should know that the agent gets his authority from the proper person, that the authority is broad enough to include the proposed lease in all its terms, and that the authority has been given to the agent in such a way as to bind the principal.

The agent in making a lease for his principal should sign the name of the principal and not his own name. It is not necessary that the name of the agent should appear in the body of the lease at all. The lease is the principal's lease and not the agent's. If it is required that there be a seal, the seal must be opposite the principal's name and writes thereunder "Per John Smith, Agent," he need not put the seal opposite his own name. The agent should never sign his own name and follow it with the expression "Agent for," naming the principal. A lease so signed is a lease by the agent and not a lease by the principal.

To be continued.

TRY TO FORGET YOURSELF.

Forget yourself. You will never do anything great until you do. Self-consciousness is a disease with many. No matter what they do, they can never get away from themselves. They become warped upon the subject of self-analysis, wondering how they, look, how they appear, what others think of them, how they can enhance their own interest. In other words, every thought and every effort seems to focus upon self; nothing radiates from them.

No one can grow while his thoughts are self-centered. The sympathies of the man who thinks only of himself are soon dried up. Self-consciousness acts as a paralysis to all expansion, strangles enlargement, kills aspiration, cripples executive ability. The mind which accomplishes things looks out, not in; it is focused upon its object, not upon itself.

The immortal acts have been unconsciously performed. The greatest prayers have been the silent longings, the secret yearnings of the heart, not those which have been delivered facing a critical audience. The daily desire is the perpetual prayer, the prayer that is heard and answered—*Success*.

CHINESE PREFER ANCIENT FARM IMPLEMENTS.

Consul-General Rodgers, of Shanghai, responds to a request from New York for the names of firms in China who import or are interested in the sale of agricultural implements. He writes:

In the agricultural sections of the entire Yangtse valley there is practically no use whatever for foreign agricultural implements. The Chinese laborers in the rice and cotton fields, in the mulberry groves, and in the gardens find the Chinese implements of greater utility than any of the foreign, and adhere to them. The Chinese hoe, which contains a much greater weight of metal than the foreign one, being practically a mattock, is, according to their ideas, more serviceable in this heavy soil than the foreign implement. All the ordinary hand implements of agriculture are shaped and constructed according to Chinese taste. Agricultural machinery is not used in this section, even the plow being a great rarity. The Chinese turn over the ground usually with their mattocks. It is harrowed in a primitive way, and when the crop is gathered hand labor does all the work.

Under these conditions it is not strange that the importing firms of Shanghai do not consider it worth while to carry a line of agricultural implements. It is difficult even to obtain a foreign implement for use in the garden of a foreigner in Shanghai. This is the present condition, and to all appearances it bids fair to continue for an indefinite period. In the north, and especially in Manchuria, some agricultural implements are being used; but these are rather the result of Russian introduction than of Chinese desire. The statement was made recently in one of the northern papers that the introduction of modern agricultural implements seemed practically as far off as ever.

RETAIL DEALERS' RECORD—Cont.

Colusa, Cal.—Mitchum & Messick have purchased Owen Sullivan's Hardware store.

Cortland, N. Y.—Addison E. Buck has sold his Hardware business in Main Street to Frank L. Gallup and Ray Sherman of this city and Donald H. Lovell of Horseheads. The new firm will assume possession at once.

Edmond, Kan.—H. F. Bashford has sold his business to the Edmond Hardware & Furniture Company.

Greensboro, N. C.—Z. V. Crutchfield has bought an interest in the Wakefield Hardware Company of this city.

Henderson, Ky.—Robert W. Hickman, senior member of the Hardware firm of Alves & Hickman, has purchased the interest of his partners, and will conduct the business in his own name.

Houlton, Me.—James Cagun, who for a number of years has been engaged in the Hardware business on Bangor Street, has sold his business to John Dasey, a young man who has been Mr. Cagun's manager for the last four years.

Hudson, Wis.—The Foss-Armstrong Wholesale and Retail Hardware Company has purchased the Central Hotel.

Johnson City, Tenn.—An amendment to the charter of the Barton-Nuckolls Hardware Company has been filed changing the name of the corporation to the Barton-Mountcastle Hardware Company.

La Grange, Ind.—Harry Kerr has purchased the interest of A. E. Yoder in the Hardware firm of Moon & Yoder.

Lake Park, Iowa.—J. W. Brandom has disposed of his Hardware business to J. J. Hoffert.

Le Roy, N. Y.—The co-partnership existing between Eben H. Buell and Thomas D. Greenham, under the firm name of The

Buell Hardware Company has been dissolved by mutual consent, Mr. Greenham retiring. The business will be conducted by Mr. Buell, who has acquired all the assets of the firm and assumed all of its liabilities.

Manlius, N. Y.—F. P. Emmons is selling out his merchandise business and will go into the Hardware business with Henry Peters.

Marion, Ind.—A deal has been consummated whereby the Hogin-McKinney Hardware Company become the owners of the L. K. Price Hardware store, near the corner of Fourth and Washington Streets.

Marion, Ohio.—The firm of Kling & Wilson, the North Main Street Hardware firm, has been dissolved by mutual consent, E. R. Wilson, the junior partner, retiring. The business will be conducted by C. B. Kling under the name of the Kling Hardware Company.

Marysville, Ohio.—Charles C. Webb, of Decatur, Ill., has closed a deal to buy the Hardware store of O. M. Scott & Brother, of Marysville.

Morrisville, N. J.—James Cox will move his plant and Hardware store from the old Purvis building on Smith Street to Bridge and Smith Streets.

Mt. Pleasant, Iowa.—J. A. Sinclair has sold Bailey Bros.' Hardware store on North Jefferson Street to A. V. Beaman of Batavia. The latter has placed William Sinclair, son of J. A. Sinclair, in charge.

Olean, N. Y.—The Robeson Hardware store on West State Street has been purchased by the C. V. B. Barse Company. Mr. Robeson retiring from business.

Oswego, N. Y.—George W. Pierce, corner of West Bridge and Third Streets, who has been in the Hardware business for a

number of years, has sold out to George J. Schaffer.

Parkerville, Kan.—N. Shaw has sold his Hardware business to William Rynearson.

Pittsburgh, Pa.—After being in the Hardware business continuously since 1877, John D. Kaercher will, in a few days, retire from business.

Storm Lake, Iowa.—Mattress, Egy & Son have sold their stock of Hardware to Robert Bleakly, and an associate, a Mr. Goodrich. The new proprietors have taken possession.

Tracy, Minn.—H. E. McKenzie has completed the purchase of a Hardware store.

Vermillion, Mo.—J. M. Coheen has sold his Hardware business to W. E. Stewart.

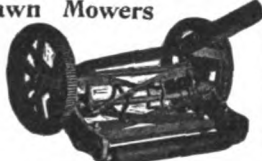
Youngstown, Ohio.—The firm of C. O. Mayberry & Company, Hardware dealers, has decided to increase its capital stock to \$100,000. The firm will enlarge their retail department and also engage in the wholesale business.

Wichita, Kans.—The stockholders of the Hockaday Hardware Co. have held a meeting and changed the name of the company to the Horton-Simmons Hardware Co. and chosen a president, vice-president, secretary, treasurer and board of directors. The business of the company has been run by the Simmons Hardware Co. and I. N. Hockaday has had nothing to do with the firm for two months. The following stockholders were chosen for a board of directors: W. D. Simmons, E. H. Simmons, G. W. Simmons, L. S. Haslam, O. F. Richards, F. J. Semple, F. E. Allyn, H. E. Gee and F. W. Martin. The officers chosen were: President, W. D. Simmons; vice-president, F. E. Allyn; treasurer, H. E. Gee and secretary, F. M. Martin. Mr. Allyn will have full charge of the house here.

"Globe" Lawn Mowers

Our catalog tells all about them. Best mowers at any price.

GLOBE LAWN MOWER CO.
Reading, Pa.



DO YOU RECOGNIZE A GOOD THING WHEN YOU SEE IT?

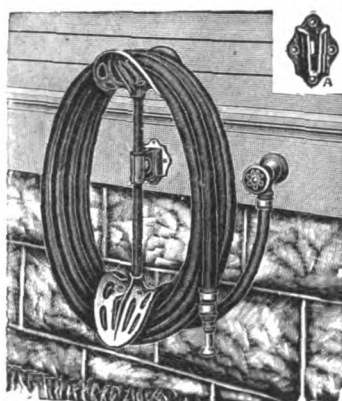


It's now up to you, Mr. Dealer, to satisfy your customer by handling the **BULLARD'S IMPROVED CARPET STRETCHER**. Most complete article made for laying Carpets for both Housekeeper and professional Carpet Layer. Easy seller. Quick profit. Enquire of your live jobber. Manufactured by **GEO. S. KNAPP, Bridgeport, Conn., U. S. A.**

GEM PAPER CLIP
WILL HOLD

Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.

Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.

THE "DETACHABLE" HOSE RACK

Patent Applied for.

Furnished with two brackets (A) one of which is to be fastened on the wall about 12 inches from the faucet; the other bracket to be fastened in the shed, barn, cellar or wherever it is desired to store the hose when not in use.

The Rack lifts off from the brackets and is carried with the hose. Made from the best malleable and wrought iron. Galvanized.

An excellent rack for the dealer to display hose on. Sells itself and the hose too.

Manufactured by **THE SPECIALTY MFG. CO.,**
St. Anthony Park, Minn.

CLARK'S NEW KEG TRUCK

|| For handling kegs in upright position after head has been removed.

A necessity in every store and factory where open kegs are handled.

We have a large line of Trucks.

Send for Catalogue.

The GEO. P. CLARK CO.
DEPT. A.
WINDSOR LOCKS, CONN.



STYLE 30.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED APRIL 2, 1906.

- 400,425. WASH BOILER TANK. J. W. Anderson, Lancaster, Pa.
- 400,455. SELF HEATING SOLDERING IRON. G. Heidel and G. Frey, St. Louis, Mo.
- 400,466. WELL BORING APPARATUS. A. L. Lowery and J. N. Wyant, Francis, Neb.
- 400,468. PLOW. E. F. Lynch, Davenport, Iowa.
- 400,509. SOLDERING IRON. A. Sundeen and S. B. Molander, Mora, Minn.
- 400,512. PLIERS FOR APPLYING COUPLINGS OF WIRE. H. D. Taylor, Keeseville, N. Y.
- 400,540. LOCK HINGE. B. F. Boughn, Randolph, Neb.
- 400,546. CLAMP FOR CLOTHES LINES, TENT ROPES, ETC. S. W. Conklin, Yonkers, N. Y.
- 400,659. AUGER. F. C. Gerard, Seymour, Conn.
- 400,702. WASHING MACHINE. R. Nash, North LaCrosse, Wis.
- 400,722. RATCHET WRENCH. W. H. Whitmore, Cleveland, Ohio.
- 400,741. WASHING MACHINE. B. Brobst, Columbus, Ohio.
- 400,799. IRONING BOARD. J. M. Sebold, Philadelphia, Pa.
- 400,815. DOOR CHECK. G. W. Wright, New Haven, Conn.
- 400,823. WASH BOARD. S. Bingham, Conklingville, N. Y.
- 400,858. LOCK. F. Krupp, New Orleans, La.

PATENTS ISSUED APRIL 3, 1906.

- 816,556. SPRING FOR DOORS, GATES AND THE LIKE. G. M. Bott, Ashland, Ohio.
- 816,570. TOOL FOR STRAIGHTENING BOLTS AND RETRACING THE THREADS THEREON. J. D. Edmonds, Chicago, Ill.
- 816,578. WIRE FENCE TOOL. E. Harris, Athens, Tex.
- 816,592. INSERTED SAW TOOTH. W. S. McLean, Vancouver, and J. D. Kinney, New Westminster, Canada.
- 816,621. CHURNING MACHINE. H. L. Van Dusen, Lockhart, Tex.
- 816,626. CARPENTER'S CHISEL. W. S. Ward, Plantsville, Conn.
- 816,662. SHEAR SHARPENER. J. C. Jeffrey, Beaumont, Tex.
- 816,664. CLOTHES LINE. C. C. Johnson, Piedmont, Ohio.
- 816,674. COMBINATION TOOL. O. Medhus, Fairbault, Minn.
- 816,684. COMBINED CURTAIN POLE, BRACKET AND WINDOW SHADE HOLDER. J. H. Seegers, Sharon, Pa.
- 816,705. LOCK. E. R. Booth, Cincinnati, Ohio.
- 816,757. DOOR HOLDER. W. Squier, Denver, Colo.
- 816,768. STONE CUTTING SAW. J. S. Young, Bethel, Vt.
- 816,769. STONE CUTTING SAW. J. S. Young, Bethel, Vt.
- 816,780. SASH LOCK. F. M. Coleman, Moultrie, Ga.
- 816,786. CURTAIN POLE. J. T. Ezzell, Piedmont, Ala.
- 816,787. FASTENING DEVICE FOR KEYS, WINDOWS, ETC. A. C. Fletcher, New York, N. Y.
- 816,792. LOCK. O. H. P. Greene and D. Carpenter, Orion, Mich.
- 816,794. HAND LINING TOOL. E. R. Harris, New York, N. Y.
- 816,810. ICE CREAM FREEZER. C. E. Molesworth, Oklahoma, Okla.
- 816,814. ANIMAL TRAP. C. F. Nelson, Galesburg, Ill.
- 816,820. PULLEY FOR WINDOW SHADE ROLLERS. L. Z. Pouliot, Montreal, Canada.
- 816,824. COMBINED MOP HEAD AND WRINGER. N. Scholl, Chillicothe, Ohio.
- 816,835. SPRING LATCH. J. L. Zesiger, Cleveland, Ohio.
- 816,855. SHADE BRACKET AND CURTAIN POLE SUPPORT. J. E. Forehand, Seattle, Wash.
- 816,860. SOAP HOLDER. C. Howard, Rice Lake, Wis.
- 816,883. SAW HANDLE. M. Sawger, Portland, Ore.
- 816,887. ICE CREAM FREEZER. J. A. Snigo, Pittsburgh, Pa.
- 816,916. SASH ADJUSTER. H. E. Keeler, New York, N. Y.
- 816,955. MEAT TENDERER AND VEGETABLE CHOPPER. F. Beuckman, East St. Louis, Ill.
- 816,992. CHURN. J. C. McVey, Kansas City, Mo.
- 816,999. BENCH STOP. H. H. Prahl and E. H. Kistner, Independence, Kan.
- 817,023. IRONING BOARD. A. Wallace, Salt Lake City, Utah.
- 817,096. ADJUSTABLE PLANE HANDLE. F. A. Stontz, Eureka, Utah.
- 817,120. DISH DRYING DEVICE. A. S. King, Lancaster, Pa.
- 817,145. BROILING APPARATUS. J. G. Lanz, New York, N. Y.

PATENTS EXPIRED APRIL 9, 1906.

- 400,899. CASTER. Geo. D. Clark, Plainville, Conn.
- 400,902. HOE BLANK. H. C. Ely, St. Johnsbury, Vt.
- 400,906. PAIL-COVER. Gustav Fuchs, New York, N. Y.
- 400,923. SPADE OR SHOVEL. Jas. A. Little, Cartersburg, Ind.
- 400,928. DRILL-BRACE. Thos. C. Massey, Chicago, Ill.
- 400,930. DOOR CHAIN AND UNCOUPLING DEVICE THEREFOR. Herman Maul, Dresden, Saxony, Germany.
- 400,939. POST HOLE AUGER. N. Newman, Springfield, Ill.
- 401,000. WASHING MACHINE. Carl Brandtner, Reading, Pa.
- 401,004. WIRE TIGHTENER. H. W. Campbell, Racine, Wis.
- 401,019. NUT-LOCK. L. W. Evans, Upper Tygart, Ky.
- 401,058. EGG BEATER. C. F. Pfau, Quincy, Ill.
- 401,148. COMBINATION ALARM CLOCK FOR WINDOWS. J. A. Finch, Newark, N. J.
- 401,190. WASHING MACHINE. S. Mantle and Chas. Mantle, Penfield, Ill.
- 401,211. SHEET METAL VESSEL. H. S. Reynolds, Brooklyn, N. Y.
- 401,228. WASHING MACHINE. Fred W. Tiemann, Fort Wayne, Ind.
- 401,265. DOOR SPRING. J. H. Williams, Waterloo, Iowa.

PATENTS ISSUED APRIL 10, 1906.

- 817,168. DOOR SPRING. D. S. Flory, North English, Iowa.
- 817,192. WASHING MACHINE. C. L. Rock, Fall River, Kans.
- 817,213. WRENCH. W. H. Zahary, Maysville, Ind.
- 817,214. T-SQUARE. A. Zimmerman, Springfield, Ohio.
- 817,223. WEATHER STRIP. T. C. Christie, Detroit, Mich.
- 817,249. POCKET KNIFE. E. Kaufmann, Solingen, Germany.
- 817,250. KNIFE CASING. F. Kauffmann, Solingen, Germany.
- 817,272. EGG BEATER HOLDER. E. L. Persons, W. Concord, N. H.
- 817,327. WRENCH. H. C. Land, Altman, Texas.
- 817,361. SAW. R. H. Brown and J. Hirsch, Los Angeles, Cal.
- 817,388. COMBINATION LOCK. E. E. Quaintance, Como, Colo.
- 817,393. DOOR CLOSER AND CHECK. A. T. Rosentretter, Boonton, N. J.
- 817,395. DOOR JAMB AND WEATHER STRIP. C. E. Seeley, Bradford, Pa.
- 817,430. LEVER LIFT FOR LANTERN GLOBES. D. C. Kline, Rochester, N. Y.
- 817,452. STRAINER. N. E. Skinner, W. Lorne, Canada.
- 817,455. LATCH. W. H. Yaylor, Stamford, Conn.
- 817,461. WINDOW SCREEN. J. W. Adams, Pasedena, Cal.
- 817,468. WRENCH. H. M. Clark, New Paynesville, Minn.
- 817,491. SASH BALANCE. C. Launer, Fitzgerald, Ga.
- 817,506. WRENCH. M. J. McGinn, Proctor, Minn.
- 817,512. MINER'S PICK. W. S. Palmer, Blairsville, Pa.
- 817,514. SAW SET. R. E. Poindexter, Indianapolis, Ind.
- 817,515. CARPENTER'S SQUARE. D. Polimeni, Windber, Pa.
- 817,521. SASH FASTENER. D. G. Saunders, Jr., Kansas City, Mo.
- 817,524. ANIMAL SHEARS. J. D. Scovel, Detroit, Mich.
- 817,551. PERMUTATION LOCK. G. Eller, St. Louis, Mo.
- 817,567. LOCK. M. F. Hutchinson, Floris, Va.
- 817,677. WHEELBARROW. B. E. Smith, Bainbridge, N. Y.
- 817,701. WRENCH. A. Hayes, Coalville, Utah.
- 817,713. DOOR LOCK AND LATCH. W. H. Hope, Providence, R. I.

PHILIP CORBIN'S GRAY SQUIRRELS.

Hon. Philip Corbin, president of the American Hardware Corporation, spends some of the spare time for recreation from his great and pressing business cares as head of the giant Hardware industry, in watching the frolics of some pet gray squirrels. He has a place rigged up for them in the cellar at his home in Maple Street, and he takes keen amusement in following their pranks. He secured the squirrels from Virginia where they were raised in some of the parks. There are twenty six of them in all, and two of them are very tame. The rest are all wild. Mr. Corbin has had the pets since February. He lets the two tame young ones out of their cage, when he is around to watch them, and they will sport all around the house. They will feed out of his hand, and climb up on his shoulder. They love to be petted, and they don't particularly relish it when it comes time to catch them to put them back in their cage. Mr. Corbin says that they are very bright. One of them ran upon him one day and hid a walnut in the small watch pocket of his trousers. When the little fellow wanted the nut again he knew just where he had tucked it away, and pulled it out. Another time one of the pair left a peanut hidden somewhere about the house. A week later when released from the cage, he went and took the nut away. Mr. Corbin says that the others will remain wild. He was informed by the people from whom he secured them it was impossible to tame them. The only way to make them tame is to raise them by hand when young. Mr. Corbin says a few of them have grown tame enough to come up to the bars of the cage, when he goes to see them, and one of them will take food out of his hand.

HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Antigo, Wis. — The Lendved-Hoefer Hardware Company has been incorporated. Capital stock, \$6,000; incorporators, W. H. Brown, M. B. Lendved and Joseph Hoefer.

Chester, Pa. — John Fischer, who for the past four years has conducted the Hardware and housefurnishing house at 522 Baltimore Avenue, has formed a partnership with his brother, Louis Fischer, of Philadelphia, and the firm will be known as John Fischer & Brother.

Crookston, Minn. — A. W. Lund, who was formerly engaged in the Hardware business in this city, having been engaged with A. O. Busterud recently, has arrived home from a visit to Bottineau, where he will locate in the Hardware business.

Fordyce, Ark. — The Fordyce Hardware Company have filed articles of incorporation with a capitalization of \$50,000. The incorporators are: W. T. Graham, R. P. Graham and Eula Smith.

Green Bay, Wis. — The new Hardware store recently started on the West side by J. C. Wilson and B. L. Walter at 123 North Broadway, under the name of Wilson & Walter, has opened for business.

Green Bay, Wis. — The Rabbideau Hardware company have opened their store in the Zabrosky building. They have a heavy stock of Hardware and will be prepared to fill any kind of Hardware orders.

Kinston, N. C. — The L. Harvey Hardware Co. have recently opened a Hardware and agricultural implement house, where everything pertaining to those lines will be carried.

Lincoln, Ill. — Nelson J. Parker will open a new Hardware store in his present location on the north side of the square as soon as he can dispose of his stock of groceries.

Lowell, Mass. — H. C. Girard Company has been incorporated to deal in Hardware, etc. Capital, \$8,000. President and treasurer, Frederick A. Lamoureux.

Orlando, Okla. — The Orlando Hardware & Implement Company has been incorporated. Capital stock, \$5,000. The directors are: O. C. Cockrum and Etta Cockrum, of Guthrie, and Jacob Bishoff, of Colorado Springs, Colo.

Saranac Lake, N. Y. — Walton & Tousley have incorporated. The capital is \$30,000, and the directors are W. A. Walton, H. H. Tousley and H. P. Coats, of Saranac Lake. The company will carry on a Hardware business.

Terre Haute, Ind. — The Edgar Dick Hardware Company has been incorporated. Capital stock, \$10,000; directors, Edgar Dick, James Luther and W. A. Hamilton.

Victoria, B. C. — A new Hardware store has been opened by R. A. Ogilvie at the corner of Broad and Yates Street.

Wellsville, N. Y. — Martin Hardware Co. has been incorporated to deal in Hardware and plumbing supplies; capital, \$10,000. Incorporators: H. D. Junge, C. E. Martin, Elizabeth Martin, Wellsville, N. Y.

Worcester, Mass. — The Whittaker-Reed Company has been incorporated to deal in

Hardware. Capital stock, \$20,000; John T. Brierly, Charles A. Geer, Clarence H. Streeter, James A. Brierly.

Changes.

Almena, Kan. — J. S. Rose & Son have purchased the Hardware business of William Cropps & Co.

Aurora, Mo. — H. H. Elliott has purchased the Hardware business of Coleman & Davis.

Ballard, Wash. — A. A. Schram has succeeded to the Hardware business of Schram & Gordon.

Belleville, Kan. — Collins & Bingham have been succeeded in the Hardware business by G. W. Collins & Company.

Bern, Kans. — Poppe & Son have sold their Hardware and furniture store to A. Woolsey.

Bridgeport, Conn. — E. Scott has sold his Hardware store to Deerline & Scott.

Dacoma, Okla. — F. B. Boorn is moving his Hardware stock from Alva.

Delphos, Kans. — L. S. Zimmerman has sold his Hardware and implement business to J. H. Grentner & Son.

Dwight, Neb. — L. D. Roubleyer & Co. have purchased the Hardware business of J. Abby.

Ferguson, Mo. — The Ferguson Hardware & Lumber Co. has increased its capital stock from \$2,000 to \$17,000.

Fortescue, Mo. — W. L. Lynds has sold his Hardware store to Howard & Howard.

Hardy, Neb. — Lee & Son have succeeded to the Hardware business of Lee & Cramer.

Healy, Kan. — T. J. Taylor is moving his Hardware business from Council Grove.

Hot Springs, Ark. — John F. Disheron has succeeded to the Hardware and grocery business of Disheron & Kilgore.

Idana, Kan. — S. K. Ober has sold his business to the Roy D. Roach Hardware Company.

Larkin, Kan. — The Larkin Mercantile Company has purchased the Hardware and harness business of Mosher & Armstrong.

Loveland, Colo. — Ferguson & Son have succeeded to the Hardware business of Ferguson & Scott.

Mechanicsville, Iowa. — Frank L. Wilson has succeeded to the Hardware business of Wilson & Webbles.

Morrill, Kan. — E. Fletcher has purchased the Hardware store of M. V. Blough.

Mt. Vernon, Ia. — A. E. Busby has succeeded to the Hardware business of Two-good & Busby.

Neri, Tex. — D. C. Bills has sold his business to the Neri Hardware Company.

Oskaloosa, Kans. — Geo. A. Patterson has been succeeded in the Hardware and furniture business by the Patterson & Chapman Mercantile Company.

Perkins, Okla. — I. Morrish has purchased the Hardware store of W. S. Smith.

Post Falls, Ida. — Wileman & Co., furniture dealers are adding a Hardware department.

Sheridan, Mo. — H. W. Clark has sold his Hardware and furniture store to Chile & Son.

Steinhauer, Neb. — N. G. Steinhauer has purchased the Hardware business of Chas. Wood.

Tahlequah, I. T. — Louis Myers has suc-

ceeded to the Hardware business of Myers & Dawes.

Wichita, Kan. — George T. Steel has succeeded to the Hardware business of Steel Brothers.

Woodburn, Ore. — Lendahl & Swenson have purchased the Hardware and furniture business of B. F. Randall.

Woodruff, Kans. — E. Clark has purchased the Hardware business of Harbaugh & Co.

Yale, Okla. — S. J. Underwood has sold his Hardware and harness business to Frank Dunham.

Changes and Improvements.

Afton, Minn. — Albert Stone, formerly of Denmark, has engaged in the Hardware and implement business at Afton.

Allentown, Pa. — Harvey Sell has purchased the Hardware business of Robert Stuart, Hamilton street, near Third, and has assumed charge of the place.

Byron, Mich. — D. S. Williams has sold his Hardware stock to Henry Meier, of Byron, and Fred Meier of New Lothrop.

Columbus, Ga. — The Columbus branch of the King Hardware Co. has been purchased by Messrs. Methvin, who will operate a large Hardware store in this city, at the same place now occupied by the King Hardware Co., under the style of the Methvin Hardware Co.

Eaton, O. — C. S. Price & Bro. have added to their stock of stoves and tinware a complete line of Hardware, which embraces cutlery, edged tools and builders' supplies of all kinds.

Fort Wayne, Ind. — The bankrupt Hardware stock of Romarys & Goeglein has been twice sold, finally passing into the hands of the Messrs. George and Gottlieb J. Goeglein, the former Broadway grocers, who will continue the business of the old firm under the name of Goeglein Brothers.

Galeton, Pa. — Henry T. Albee and Henry Seltz, known under the firm name of Albee & Seltz, have purchased the Eimer Hardware Co. store at Galeton. The new concern will conduct the Hardware business in the store of N. D. Cool.

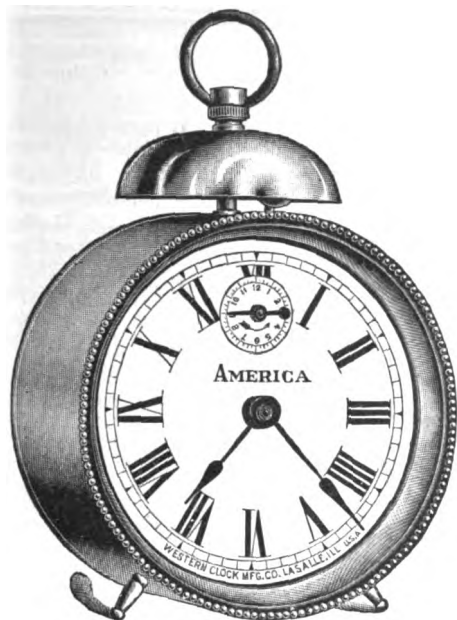
Minneapolis, Minn. — In need of a larger store, the Builders' Hardware Co., for the last two years located at 505-507 Washington avenue S, has leased the Poad building at 623-625 First avenue S, and opened their new store.

Ogdensburg, N. Y. — A. B. Chisholm, the Hardware merchant, has sold his stock of goods worth about \$10,000 to Robert Bowman and William H. Glover.

Parkersburg, W. Va. — The Chanceton Hardware Co. is now engaged in moving the bulk of their large stock of Hardware goods into their new building at the corner of Fifth and Juliana street which was recently completed.

Pensacola, Fla. — The Avery Hardware Co. and the Gordon & Brown Hardware Co. have consolidated under the name of the Avery Hardware & Supply Co. The new concern will be incorporated immediately with a capital stock of \$150,000 and with the following officers: A. M. Avery, president; A. M. Avery, Jr., vice-president; and O. M. Gordon, W. W. Varn, C. W. Lamar and T. A. Jennings, directors.

The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

The Western Clock Mfg. Co.

La Salle, Ill.

NEW YORK
51 Maiden Lane

CHICAGO
131 Wabash Ave.

ASK FOR "AGENCY"



The Comfort Swing Chair

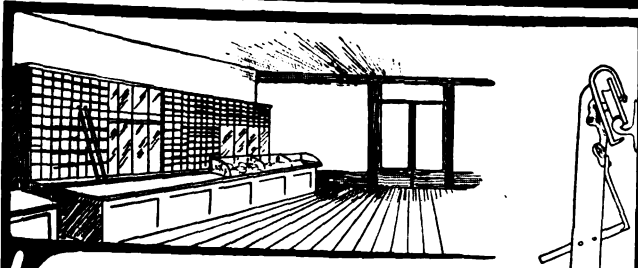
The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price \$3.50 f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSON COMPANY
Manufacturers

425 South Canal St., Chicago

COMFORT SWING CHAIR



DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelvings and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

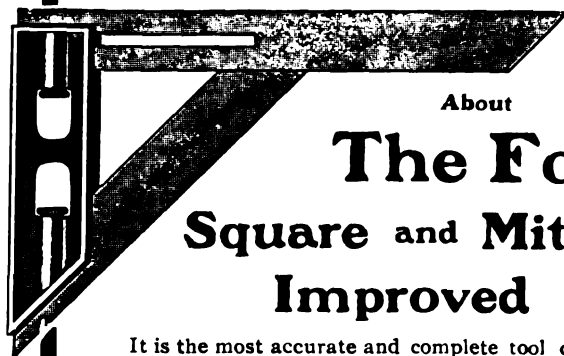
Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.

400 N. 8th St.

ST. LOUIS, MO.

NO Guess Work



About

The Fox Square and Miter Improved

It is the most accurate and complete tool of its kind on the market.

Adjustment 5-8 inches. A whole set of squares in one.

If you are not handling it, write us to-day for circular and prices.

No Guessing About Profits!

P. L. FOX, Manufacturer,
432 William St., Bridgeport, Conn.

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Akron, O.—The Akron Ornamental Iron Works Co., Akron, O., has been organized with a capitalization of \$10,000, to manufacture all kinds of ornamental iron and wire work. The incorporators are: Fred Zindel, Henry S. Brandau, Wm. A. Boesche, Frank E. Chalgker and Arthur L. Breitenstein.

Buffalo, N. Y.—The Alloys Founding Co. will manufacture metal compounds and conduct a general founding and machine business. The capital is \$12,000. The directors are Seward H. Millener of Tonawanda and George M. Trefts, Jr., and Herman Seelbach of this city.

Buffalo, N. Y.—The Atlas Specialty Co., which will manufacture aluminum and bronzes, stove polish and other specialties, is capitalized at \$10,000. Its members are Solomon Nathan, James F. Miller and Sidney J. Shulman of this city.

Chicago, Ill.—The Duplex Manufacturing Co. has been incorporated; capital, \$2,500; manufacturing Hardware specialties; incorporators, Arthur Pattison, Edwin D. Keith, Charles O. Louck.

East Hartford, Conn.—The H. A. Adams Tool Co., of Hartford, which is now being incorporated, has acquired the Cox mill in the south part of the town of East Hartford, from Leon LeCourt. The company will manufacture all kinds of machinery, tools, models and gauge work, advertising machines, display stands, blanking punches and dies, drawing punches and dies for sheet metal work, drop forgings, metal castings, gears of all descriptions, electric motors, batteries and Hardware specialties. The company is capitalized at \$100,000 and will have its corporate office in Hartford.

East Syracuse, N. Y.—The T. N. Benedict Manufacturing Co. has been incorporated to manufacture silverware. Capital, \$100,000, and directors: G. N. Crouse, E. B. Van Wagner, H. L. Benedict, Syracuse.

Jamestown, N. Y.—The Jamestown File Works has been incorporated. The purposes for which it is formed are the manufacture and sale of files, rasps, steels, hack saw blades, saws and other tools, implements and articles of steel, iron, lead, brass, nickel and other metals. The capital stock is \$50,000. The directors and stockholders are: William Hjorth, Arthur W. Hjorth, David D. Lewis, John A. Johnson and Roland M. Taylor, all of this city.

Kansas City, Mo.—The Kinney Hardware and Manufacturing Co. has been incorporated; capital stock, \$2,500. Incorporators—John Kinney, E. Kinney and Thomas Gorman.

Kittery, Me.—The Security Lock Nut Co. has been organized for the purpose of manufacturing and dealing in lock nuts, bolts and nuts, and for other purposes, with \$500,000 capital stock. Officers: President, Harold P. Knowlton of Malden, Mass.; treasurer, Joseph W. Dawes of Kittery.

Millbrook, N. Y.—The Minerva Manufacturing Co. has been incorporated to manufacture novelties, and tools; capital,

\$200,000. Directors—H. Binney, E. F. Ay-rult, of New York, and H. B. Osgood, Jr., of Binghamton.

Milwaukee, Wis.—Articles of incorporation of the Avery Scale Co., with headquarters in this city, have been filed with a capital stock of \$125,000. The incorporators and officers of the company are: Louis G. Bohmrich, president; George L. Williams, vice-president and John Campbell, secretary and treasurer. Plans have been completed and ground will be broken at once for a large manufacturing plant at North Milwaukee. The company is the Wisconsin organization of W. & T. Avery, limited, Birmingham, England.

New York, N. Y.—Alexis Witte Cutlery Co. has been incorporated; capital, \$10,000. Directors—Alexis Witte, Josephine C. M. Witte, Brooklyn, and J. A. Schmidt, New York.

New York, N. Y.—Simplex Twine Cutter Co., has been incorporated; capital, \$10,000, and directors: Emmanuel Chanin, Adolf Rosenfield, Leo Lipman, New York.

New York, N. Y.—The Franco-American Lock Co., has been incorporated to manufacture locks, Hardware, etc.; capital, \$1,000. Incorporators—Leopold Schiller, No. 872 Third Avenue; Isaak Brown, No. 144 Fourth Street; Aaron Billchik, No. 146 East Houston Street, New York; Arnold Schoeman, No. 89 Johnson Avenue, Brooklyn.

New York, N. Y.—The Monarch Tool Co. has been incorporated. Capital, \$100,000, and directors: J. E. Alcott, Sound Beach, Conn.; P. I. Hoffman, C. G. Macy, Jr., New York.

New York, N. Y.—The Royal Silver Co. has been incorporated to manufacture and deal in silverplated Hardware; capital, \$50,000. Incorporators—Henry E. Taylor, No. 10 East 160th street; Benjamin O. Vanderlin and Arthur M. Nunn, No. 77 West 68th street, New York, and others.

New York, N. Y.—The Standard Cordage Co., to manufacture rope and twine; capital, \$2,800. Incorporators: J. B. Clews, C. E. Onis, L. L. Gillispie, E. D. Genung, L. A. De Kerray, New York City.

Peoria, Ill.—The Peoria Lawn Mower Grinder Co. has been incorporated with a capital of \$10,000. Incorporators—Charles W. La Porto, Albert C. Warner and Herschel V. Gibson.

Pittsburgh, Pa.—The Alternating Lock Nut & Bolt Co. has been incorporated Capital, \$600,000; directors, George K. Anderson, Lewis Walker, Jr., B. C. Youngman, Jr., Pittsburgh.

Quincy, Ill.—The Quincy Enameling & Foundry Co. has been incorporated with a capital of \$1,000 to do a general foundry business. The incorporators are: John M. Mintro, Louis H. Menne and William H. Covert.

St. Louis, Mo.—The Wilson Stove & Manufacturing Co. has been incorporated; capital stock, \$500,000. Incorporators—James Wilson, B. Wilson and S. L. Lung.

Changes and Improvements.

Attleboro, Mass.—The Frank Mossberg Co. has recently been organized, the secretary J. Burdis White, and the treasurer,

Charles N. Polsey, retiring after long service with the concern. Walter I. Tuttle of New York, whose father was the founder of the Tuttle & Bailey Manufacturing Co., has taken up the interest owned by Mr. White and Mr. Polsey, and is now secretary and treasurer of the company.

Baltimore, Md.—A lot 65 by 135 feet on the east side of North street, near Eager, has been transferred by Francis A. White to Frank Schlutter of the Dix Manufacturing Co. This property is to be used for the new factory to be erected by the company, which manufactures Hardware.

Bayonne, N. J.—J. Edward Ogden is planning the erection of a Hardware factory on the old Robinson plot on First street.

Bellaire, O.—Ground has been broken for the new addition to the Bellaire Stove Works, and the work on the concrete foundation is well under way. The new addition will be a large one and is one of the most important improvements undertaken for some time.

Chicago, Ill.—The Smith Improved Lock Nut Co., capital increased \$20,000 to \$30,000.

Cleveland, O.—The Bishop & Babcock Co., proprietors of the Cleveland Manufacturing Co., has been authorized recently to increase capitalization from \$600,000 to \$4,500,000. The company manufactures pumps, faucets, nails and brass goods, and expects to enlarge its business.

Cleveland, O.—The Cleveland Twist Drill Co., Cleveland, O., has begun work on an extension of its factory which will materially increase its capacity. The new structure will be 40 x 210 feet, five stories, of mill construction. Practically all additional equipment required has been contracted for.

Danville, Pa.—The Danville Stove and Manufacturing Co. has broken ground for the new fire proof building, in which are to be housed the patterns used at the plant.

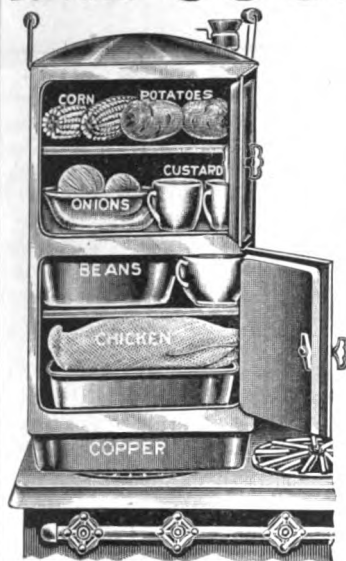
Ellwood City, Pa.—The McCrory Wire Nail Co. has completed a wire nail and wire drawing plant at Ellwood City. The company is the successor to John McCrory, whose plant at Allegheny City was dismantled last fall, the machinery being removed to Ellwood City. He is president and manager of the new company, R. M. Jones is vice-president and J. A. McCrory, secretary and treasurer.

Erie, Pa.—At a meeting held by the directors of the Odin Stove Manufacturing Co. it was decided on account of the constant increase in their business to at once erect a foundry department. Adjoining property, additional to the 165 feet already possessed by the company, has been purchased.

Louisville, Ky.—The Kentucky Stove Co. has secured a permit to build a three-story addition to its factory at Fifteenth and Delaware streets. The addition will be of brick and will cost the company about \$5,000.

Sheffield, Ala.—Ground has been broken and work begun for the construction of the Sheffield Steel Range & Stove Company's big plant. This will be the largest steel range establishment south of St. Louis, and adds another branch to Sheffield's stove manufacturing industry.

LET ME DO YOUR COOKING



Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards—in short, the whole meal for the whole family—into my ample shelves and cook it, as food never was or can be cooked in any other way, over ONE BURNER of stove, range, gas gasoline or oil stove?

I come in both round and square shapes—both kind have whistles
Prices \$2.00
\$2.50, \$3.00,
\$4.50 up.

No watching; no basting; nothing overdone nor underdone—I am the

IDEAL COMBINATION STEAM Cooker & Baker

made of heavy tin or copper, with all copper seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I blow my whistle 20 minutes before water needs replenishing; never go on a strike nor talk back. I cut the cost of fuel and work in half, save time and wear and tear on your temper and vocabulary. I hold 1 one-quart cans in canning fruit. Write now for FREE BOOK, 48 pages. It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

Mr. Dealer

Do you know there's a demand for a GOOD steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

Our Advertising Helps You to Sell IDEAL Steam Cookers.

A reproduction of the advertisement shown herewith will be read in leading publications every month by

OVER TEN MILLION WOMEN

The thousands who answer this advertisement will be referred by us to local dealers carrying our line.

Your Customers Will Demand our Goods. Are You Prepared to Supply Them?

Take advantage of this opportunity to *profit by our expenditure.*

48 PAGE BOOK FREE—Write for it to-day, with confidential prices for dealers.

Our Catalogue fully describes 100 other household and kitchen specialties.

The TOLEDO COOKER CO. 1336 to 1342 West Bancroft St.
TOLEDO, OHIO.

Chicago's Hardware Show

will be held in connection with the annual meeting of the Illinois Retail Hardware Association, February 13, 14 and 15, 1907, at the Coliseum, Chicago, Ill.

Manufacturers of Hardware and Hardware Specialties will find this a splendid opportunity to exhibit their goods before the Hardware trade of the Central and Western portion of the United States that will attend this show in large numbers.

Exhibitors will receive the benefit of the Show's advertising, as lists of exhibitors will be published occasionally and widely circulated.

Special railroad rates from all the Railroads in the Central and Western Passenger Association territory.

Now is the time to contract for space.

FOR FULL PARTICULARS ADDRESS

Gustav R. Lott, 1002 W. LAKE STREET
CHICAGO, ILL.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Akron, Ohio.—Goodyear tire interests have, within the last month, incorporated two new companies—the Goodyear Rubber Tire Co., under New York laws, with \$1,000 capital, and the Goodyear Tire & Rubber Co., under Massachusetts laws, with \$10,000 capital. K. B. Harwood, manager of the Goodyear branch in New York, figures as one of the incorporators of the former, while C. W. Sieberling, of the Akron factory, is named as treasurer of the Massachusetts company.

Corning, N. Y.—The Corning Automobile Company has opened its new garage to the public. The garage is a two-story brick building, 42 by 70 feet, situated in Tioga Avenue just off Pine Street. The building is practically fire-proof and is suited in every way to the care, storage and repair of automobiles. George T. Wolcott, of the Crystal City Cycle store, is president of the company, but the duties of the business will be looked after by his brother, S. K. Wolcott, who is secretary and treasurer. The repair department will be in charge of Thomas Martin. Besides storing and repairing machines, the company will do a sales business.

Lincoln, Ill.—Cherry & Kates; new store and repair shop.

New York, N. Y.—M. Laufeld & Company has been incorporated to deal in sporting goods. Capital \$6,000, and directors: Max Laufeld, Brooklyn; J. F. Gerkin, Abraham Greenberg, New York.

Swanton, Vt.—Charles Bushor has opened new store.

Waterville, Me.—J. M. Blanchard of Augusta has opened a store for the sale of bicycles and phonographs at 151 Main Street.

Changes and Improvements.

Bangor, Me.—Purinton Cycle Shop, 124-130 Exchange Place, has been enlarged.

Burlington, Vt.—Smith Bros., sporting goods dealers, have added a bicycle department.

Cambridge, N. Y.—W. J. Shiland has sold out to H. G. Barton, who admitted Arthur Day to partnership; firm style, Barton & Day.

Chicago, Ill.—The three story structure at Nos. 1528-1531 Michigan Avenue, which is being built for the occupancy of the Chicago branch of the Diamond Rubber Co., is now so near to completion that the Diamond people will take possession on May 1st. The building, which has a wealth of glass front, occupies 100 feet on Michigan Avenue and has a floor space of 32,000 square feet.

Goshen, Ind.—Watterson & Momm, 228 South Main Street, have been succeeded by Fred E. Watterson.

New Orleans, La.—The Equitable Real Estate Company have signed a contract to erect for the use and occupation of the Abbott Cycle Company a garage and store building in Baronne, near Girod Street, river side. The term of lease is for five years.

North Adams, Mass.—The Berkshire Cycle & Automobile Company, formerly the Berkshire Cycle Co., has become incorporated, with \$5,000 capital. Anson Williams has been elected president; Walter Parker, treasurer, and Milton L. Ferro, secretary.

Paterson, N. J.—Andrew M. Kinloch has re-opened a bicycle store at 272 Straight Street. Snell and Hudson wheels will be carried.

Peekskill, N. Y.—C. H. Winn has enlarged his bicycle store.

Pine Bluff, Ark.—C. G. Schenck has enlarged his store and sold a half interest to R. A. Bird.

Pittsfield, Mass.—Mrs. H. W. Fenn has re-opened the bicycle store of her husband to close out the stock.

Rhineland, Wis.—A. E. Briggs has moved to 18 South Brown Street.

Toledo, Ohio.—W. E. McGuire has been appointed general manager of the Consolidated Manufacturing Co., makers of the Yale and Snell bicycles, and already has assumed the duties of the office. Mr. McGuire is a new man in the cycle trade who comes from Canada, where he was engaged in the metal stamping industry.

Topeka, Kan.—W. L. Taylor has sold out to M. W. Long.

Westfield, Mass.—The Pope Manufacturing Company is making ready to add to its bicycle plant, preparatory to an important change that shortly will be brought about and that will require the room. Contractors are now submitting estimates for the additions.

Miscellaneous.

Brooklyn, N. Y.—The Brooklyn Motorcycle Club has been incorporated, its objects being for social purposes, to defend the rights and privileges of motorcyclists and to maintain a clubhouse. No capital is named. The directors named in the articles of incorporation for the first year are: E. W. Carritt, Carroll Leroy Mosher, F. A. Baker, Henry J. Wehman and Charles L. Sammins.

Buffalo, N. Y.—W. Gibson was elected president of the Riverside Wheeling Club at the last meeting of that organization. The other officers chosen were as follows: Financial secretary, A. Holland; secretary, Ed. Woelfel, and treasurer, N. Tyler.

Kingston, N. Y.—As evidence of the return of cycling as a pastime in the State of New York, was the formation recently of the Pastime Cycle Club. The members elected S. D. Hornbeck, president; J. H. Myer, vice-president; W. F. Freer, secretary, and James H. Austin, treasurer.

Philadelphia, Pa.—These officers have been elected by the Associated Cycling Clubs of Philadelphia: President, Thomas Hare, Century Wheelmen; vice-president, H. C. Hochstader, Americus Wheelmen; secretary, Joseph Estoclet, Quaker City Wheelmen; treasurer, Joseph Gilbert, Quaker City Wheelmen; executive committee, the officers, J. N. Reeve, R. Herold and F. Ramsay.

Philadelphia, Pa.—To promote cycling generally in Philadelphia, the Northeast Wheelmen's Racing Association has been formed at Frankford, with W. S. Gibson as president and William Hagaman as secretary.

Toronto, Ont.—The Canada Cycle & Motor Co., Ltd., has arranged for space in the Canadian building at the New Zealand Exhibition, to be held in Christ Church this coming winter, for the display of their Russell cars and "Silver Ribbon Massey" bicycles. The company has already opened up business in their motor cars in New Zealand, and propose to follow it up with an exhibit at this important exhibition.

Fires.

Pittston, Pa.—C. C. Garrison. Loss, \$17,000; insurance, \$9,000.

Ukiah, Cal.—J. H. Waugh's cyclery has been destroyed by fire; damage, \$2,500.

Burglaries.

Brooklyn, N. Y.—John Cirrills, 202 Fourth Avenue. Loss \$29.50.

Miscellaneous.

New York, N. Y.—At the last meeting of the Akron Wheelmen, of 47 South Washington Square, these officers were elected for the ensuing club year: President, Paul Crescio; vice-president, L. Luppi; treasurer, A. Zerbarini; secretary, W. Berre; captain, G. Gariazzo; first lieutenant, Charles Cavagnaro; second lieutenant, P. Anthony.

HARDWARE DEALERS' RECORD

(Continued.)

Scranton, Pa.—James B. Gilhool has disposed of his Hardware store on South Main street to J. B. Cotter, plumbers, of Salem avenue, and John J. McNulty.

Skaneateles, N. Y.—The Bench Hardware Co. is a newly organized concern that will conduct the Hardware business carried on for the last eighteen years by J. Bench & Son. The members of the new firm are James Bench, George C. Bench and Edward B. Poole.

South Bend, Ind.—Shidler Bros., for many years proprietors of the Hardware store at 131 and 133 South Michigan street, have decided to go out of business. The ill health of members of the firm is the reason for the closing out sale. The stock is invoiced at about \$35,000.

So. Whitley, Ind.—M. W. Maston, who has been associated in the Hardware and farming implement business with J. W. Burwell here, has purchased the interest of Mr. Burwell and will conduct the business himself.

Stafford Springs, Conn.—Clarence E. Brown of North Brookfield, Mass., has bought a half interest in the Hardware business of N. Chapman & Co., and will come here in the near future.

Washington, Pa.—The Hardware store of Mitchell & Busbey, on West Chestnut street, has been sold. The store is now closed until the invoicing is finished. The business will be continued by the name of Cook & Gamble.

White Plains, N. Y.—The White Plains Hardware Co. will enlarge their plant in Spring street and will install a line of paints, Hardware, etc.

Rome, N. Y.—At the election of officers of the Wardwell Hardware Co. the following were chosen: President, John S. Wardwell; vice-president, William W. Wardwell; secretary and treasurer, Daniel W. Wardwell.

Our New Way of Selling Sharpening Stones

Price List Giving list prices of our best selling Oilstones, Scythestones and Hones **By the Dozen**, put up in single cartons or **Convenient Packages**. This list covers all the items sold in our Special Selling Assortments and covers the Sharpening Stone line as handled by most jobbers and retailers. The object of this is to enable the jobber to handle refilling orders for the Selling Assortments, and at the same time to fill miscellaneous orders from the same stock, and the retailer to purchase stock for refilling Selling Assortments or regular stock in **convenient packages** at **prices per dozen**.

| Oilstone Stock | List Per Doz. | How Put Up. |
|---------------------------|---------------|--------------------|
| Lily White Pen Knife Pcs. | 1 00 | 1 doz. Pkgs. |
| Washita 6 inch | 3 60 | 1 doz. boxes* |
| Lily White Slips | 2 35 | ¼ doz. cartons |
| Washita 8 inch | 4 50 | 1 doz. boxes* |
| Hard Arkansas 4-inch | 6 50 | 1-6 doz. cartons |
| Lily White 6-inch | 7 20 | 1 doz. boxes* |
| Lily White 8 inch | 9 00 | 1 " " * |
| Soft Arkansas | 15 00 | Individual cartons |
| Fastcut Axe | 45 | ½ doz. cartons |
| Fastcut 6-inch | 2 00 | 1 doz. boxes* |
| Quickcut Axe | 1 50 | ¼ doz. cartons |
| Fastcut 8-inch | 2 50 | 1 doz. boxes* |
| Hard Ark. Mtd. 3½ inch | 9 00 | Individual boxes |
| Lily White Mtd. 6-inch | 11 50 | " " |
| Lily White Mtd. 8-inch | 14 00 | " " |
| Hard Ark. Needle P.s. | 1 50 | 1 doz. pkgs. |
| Queer Creek 6-inch | 2 40 | 1 doz. boxes* |
| Queer Creek 8-inch | 3 00 | 1 " " * |
| Quickcut 6 inch | 3 50 | 1 " " * |
| Quickcut 8-inch | 4 50 | 1 " " * |
| "Ezy Edge" Hones | 12 00 | Individual cartons |
| Barbers' Special 5-inch | 9 00 | " " |
| India Slips | 3 60 | 1 doz. cartons |
| India No. 29 Coarse | 7 20 | Individual cartons |
| India No. 29 Medium | 7 20 | " " |
| India No. 2 Combination | 7 80 | " " |
| India No. 2 Fine | 9 00 | " " |
| India No. 1½ Medium | 9 00 | " " |
| India No. 1½ Medium Mtd. | 12 00 | " " |
| India No. 1½ Combination | 12 00 | " " |
| India No. O Medium | 12 00 | " " |

| Scythestone Stock | List Per Doz. | How Put Up. |
|---------------------|---------------|--------------------|
| Green Mountain | 60 | 3 doz. boxes |
| Sun | 50 | 3 " " |
| Leader Red End | 45 | 3 " " |
| India Pond No. 1 | 67½ | 1 and 3 doz. boxes |
| Quickcut | 90 | 1 and 3 " " |
| Mowing Machine | 1 12½ | 1 and 3 " " |
| Crescent | 65 | 1 and 3 " " |
| Willoughby Lake | 85 | 1 and 3 " " |
| Premium Quinnebaugh | 80 | 1 and 3 " " |
| Black Diamond | 1 12½ | 1 and 3 " " |
| White Mountain | 90 | 1 and 3 " " |
| Corundum | 1 65 | 1 and 3 " " |



| Razor Hone Stock | List Per Doz. | How Put Up. |
|------------------------------|---------------|--------------------|
| Quarter Fine 6-inch | 3 60 | ½ doz. pkgs. |
| Dark Blue 6-inch | 2 25 | ½ " " |
| Superfine 5-inch | 4 80 | Individual cartons |
| Half Fine 7-inch | 7 20 | " " |
| Yellow Green 7-inch | 8 00 | ¼ doz. pkgs. |
| Superfine 6 inch | 8 40 | Individual cartons |
| Swaty 5 inch | 12 00 | ½ doz. pkgs. |
| Barbers' Delight 6x2 in. | 10 50 | Individual cartons |
| Extra Choice Selected 6-inch | 13 20 | " " |
| Barbers' Special 4x2 in. | 24 00 | " " |
| Barbers' Special 7-inch | 30 00 | " " |
| Barbers' Special 6x2 in. | 54 00 | " " |

* Each piece in individual carton, then these cartons in boxes.

- NOTE.—1.** The change in price arrangement on Oilstone Stock:
Price Per Dozen Instead of by Pound.
- 2.** The method of putting up Oilstone, Scythestone and Razor Hone stock:
Convenient Sized Packages; Stock Priced Labeled: Ready for use in Assortments, or for Regular Use.

WE ARE PREPARED TO FURNISH OUR ENTIRE LINE IN THIS WAY

Oilstones
Scythestones
Razor Hones

Established 1823.
PIKE MFG. CO.
PIKE, N. H.

Corundum Wheels
Emery Wheels
Abrasives of
Every Description



Robert Murray.

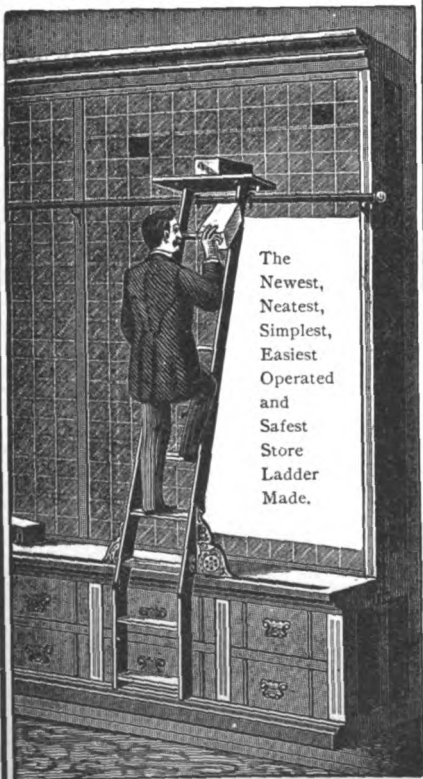
24 Duane St.,
New York City.

General Hardware

999

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The **BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

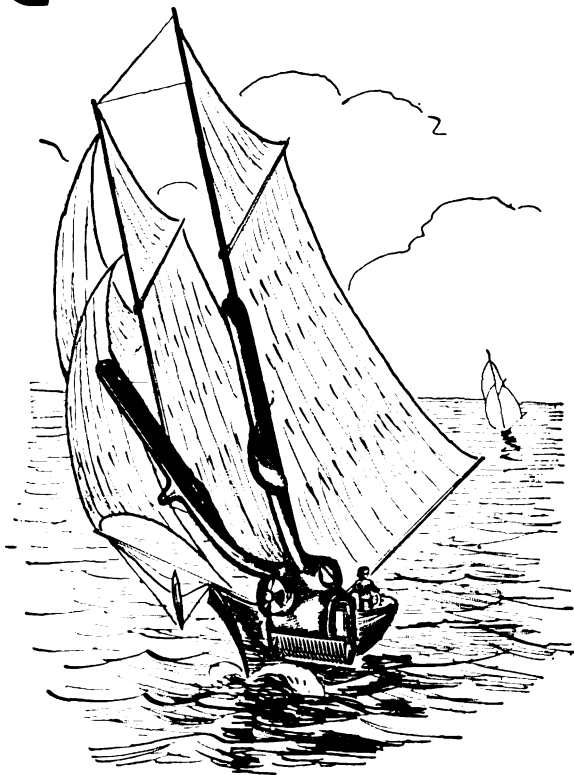
WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

COATES CLIPPERS

ARE SURE WINNERS

Because they are built on the right lines: Built to give satisfaction to the user; built to sell at a good profit to the dealer.



Their beauty of finish, strength and fine cutting qualities are not surprising:

We've Been Making Coates Clippers for 25 Years

All kinds of Clippers for All Kinds of Hair.

Each Clipper Guaranteed to Cut Clean.

An Up-to-Date "Clipper"

"When at Sea" as to the Best Selling Clippers to handle—try the Coates kind. You'll have plain sailing to profits.

See for yourself. *Get our Catalog and Prices.*

Coates Clipper Co., Worcester, Mass.

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

Superintendent Wanted.

SUPERINTENDENT WANTED. For Pennsylvania Cutlery Company; familiar with manufacture of scale tang table cutlery; salary, \$1300. Send details of experience. HAPGOODS, Suite 511, 309 Broadway, New York.

Situation Wanted.

SITUATION WANTED.—A young man desires position as assistant buyer or salesman in Hardware, plumbers' supply or tinners' supply house. Capable and of good character; references. **HARDWARE** Box 34, Toledo, Ill.

Salesman Wanted

MACHINISTS. Young married man with some machine shop experience and a willingness to work will find good chances for advancement with us. We want Apprentices. Shops among the best in the country. This is a good home town. Write for booklet of views of Madison at our shops. Gisholt Machine Co., Madison, Wis.



Tools and Cutlery.

There is nothing in doing a large business if a good sized NET PROFIT at the end of the year does not result.

Those who sell a complete line of Keen Kutter Goods are making big NET PROFITS because our enormous Advertising operations which reach FORTY MILLION people make Keen Kutter Tools and Cutlery

GOOD SELLERS

and every tool is an advertisement in itself for the entire line.

We have made into Keen Kutter "Salesmen" the best and strongest publications in this country which are telling the consumer about Keen Kutter Goods as persistently as the Ocean waves. If you carry a complete line of Keen Kutter Goods these silent salesmen also belong to you.

Keep your eye on your NET PROFITS at the end of the year.



The Secret of Strength

lies in the TUBE SOCKET, and the wear of work falls only on the extra back plate. Hence the Double Strength and Durability of our

Patented Smooth-Back Shovels

The short Fulcrum gives 40% more power. Ask for rule "HOW TO FIGURE POWER" and be convinced Free: New Catalogue.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO.

Mfrs. "Never-Break" Ware



OPEN—READY FOR USE



FOLDED—WHEN NOT IN USE

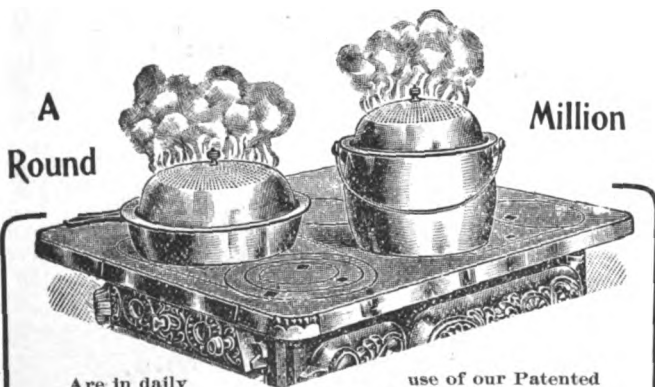
A Novel Invention for Ironing Shirt Waists, Children's Clothing, etc. Ideal for Sleeves. It is one of the most useful and attractive boards ever offered. Sells on sight, and where shown has always been pronounced to be one of the best sellers.

Send for Prices and Trade Discounts. Every live House Furnishing Goods Dealer can make money and attract customers by handling the

McKinney Reversible Ironing Board

Tyrone Ironing Board Co.,
TYRONE, PA.

McKINNEY Reversible Ironing Board



A
Round

Million

Are in daily use of our Patented
FRYING PAN LID
giving entire satisfaction. Fits any ordinary frying pan. Makes all fried foods more palatable. Saves blacking stoves.
Retail for 10 cents.

KITCHEN SPECIALTY MFG. CO.
Elm and Reed Sts., Reading, Pa.

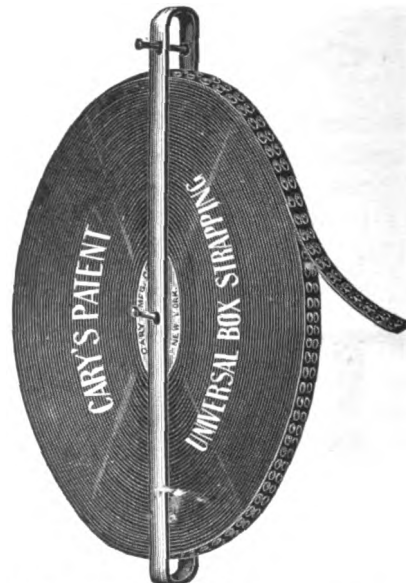
Look

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway.

Always Mention "HARDWARE" for having "put you wise."

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil. Straps made in four widths: $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$ and 1 inch. Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

No Better Time No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

PAINTS, OILS AND COLORS.

Oils

| | |
|--|-----|
| Linseed, City, raw, in barrels, $\frac{1}{2}$ gal. | 45c |
| Linseed, City, boiled, in bbls. | 45c |
| Out of Town, on spot, $\frac{1}{2}$ gal. | 41c |
| Calcutta, raw, in barrels, $\frac{1}{2}$ gal. | 65c |
| Lard, prime city, $\frac{1}{2}$ gal. | 66c |
| Lard extra, No. 1. | 48c |
| Lard, No. 1. | 38c |

Paints and Colors

| | |
|---|-------------------------------------|
| Barytes, Foreign floated, $\frac{1}{2}$ ton | \$17.50@19.00 |
| Barytes, American floated, $\frac{1}{2}$ ton | \$18.00@19.00 |
| White Lead, American, dry, in bbls. | 6 $\frac{1}{2}$ c |
| White Lead, American, in oil, in lots of less than 500 lbs. | 7 $\frac{1}{2}$ c |
| White Lead, American, in oil, in lots of 500 lbs. and over | 7c |
| White Lead Eng., in oil, $\frac{1}{2}$ lb. | 8 $\frac{1}{2}$ @29 $\frac{1}{2}$ c |
| Zinc, American dry, $\frac{1}{2}$ lb. | 4 $\frac{1}{2}$ @5c |

Putty, Commercial— $\frac{1}{2}$ 100 lb

| | |
|------------------------|--------------|
| In bladders | \$1.65 @1.85 |
| In bbls. or tubes | 1.30 @1.40 |
| in 1 lb. to 5 lb cans | 1.20 @2.30 |
| in 1 lb. to 50 lb cans | 1.45 @1.65 |

Spirits Turpentine

| | |
|------------------|--------------------------------------|
| In regular bbls. | 73 $\frac{1}{2}$ @75 $\frac{1}{2}$ c |
| In machine bbls. | 73 $\frac{1}{2}$ @75 $\frac{1}{2}$ c |

Dry Colors

| | |
|-----------------------------------|--------------------------------------|
| Blue, Chinese | 30c |
| Blue, Prussian | 25c |
| Blue, Ultramarine | 25c |
| Sienna, Italian, burnt & powdered | 25c |
| Sienna, Italian, raw & powdered | 25c |
| Umber, Turkey, burnt | 25c |
| Green, Chrome, ordinary | 25c |
| Green, Paris, in kegs | 12 $\frac{1}{2}$ @14 $\frac{1}{2}$ c |
| Indian, Red, American | 25c |
| Indian, Red, English | 4 $\frac{1}{2}$ @5 $\frac{1}{2}$ c |

Colors in Oil

| | |
|-------------------|------|
| Black Ivory, best | 100c |
| Blue, Chinese | 25c |
| Blue, Prussian | 25c |
| Blue, Ultramarine | 25c |
| Sienna, burnt | 25c |
| Sienna, raw | 25c |
| Umber, burnt | 25c |
| Umber, raw | 25c |

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

| CAPS—PERCUSSION— | |
|------------------|---------------|
| Eley's E. B. | 52¢@55¢ |
| G. D. | per M 24¢@25¢ |
| F. L. | per M 40¢@42¢ |
| G. E. | per M 48¢@50¢ |
| Muske. | per M 52¢@55¢ |

| PRIMERS— | |
|---|-------------------|
| Berdan Primers \$2.00 per M. | 20¢@25¢ |
| B. L. Caps (Sturtevant Shell) \$2.00 per M. | 20¢ |
| All other Primers per M. | \$1.52 to \$1.60. |

| CARTRIDGES— | |
|------------------------------|---------|
| Blank Cartridges | |
| 22 C. F. | 10¢@15¢ |
| 22 C. F. | 10¢@15¢ |
| 22 cal. Rim. | 10¢@15¢ |
| 22 cal. Rim. | 10¢@15¢ |
| B. B. Caps. Con. Ball. awgd. | 1¢@1.90 |
| B. B. Caps. Round Ball. | 1¢@1.49 |
| Cent. Fire. | 25¢ |
| Target and Sporting Rifle. | 15¢@15¢ |
| Primed Shell and Bullets. | 15¢@10¢ |
| Rim Fire Sporting. | 50¢ |
| Rim Fire Military. | 15¢@15¢ |

| SHELLS, EMPTY— | |
|------------------------------------|--------|
| Brass Shells: | |
| First quality, all gauges. | 60¢@5¢ |
| Climax, Club, Rival, 10 and 12 gr. | 66¢@5¢ |

| Paper Shells: | |
|--|--------|
| Ace, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge. | 25¢@5¢ |
| Blue Rival, New Climax, Challenge, Monarch, Defence, New Victor, Re-poster, Yellow Rival, 10, 12, 18 and 20 gauge. | 30¢ |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 25¢ |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 30¢ |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge. | 33¢@4¢ |

| SHELLS, LOADED— | |
|---------------------------------|---------|
| Black Powder. | 40¢ |
| Smokeless Powder, medium grade. | 40¢@10¢ |
| Smokeless Powder, high grade. | 40¢@10¢ |

| SHOT— | |
|------------------------------------|--------|
| Drop, up to B 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Buck, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |

| GUN WADS—# 1000— | |
|------------------------------|--------------|
| B. E., 11 up. | \$.60 |
| B. E., 9 and 10. | .70 |
| B. E., 8. | .80 |
| B. E., 7. | .90 |
| P. E., 11 up. | 1.00 |
| P. E., 9 and 10. | 1.00 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Eley's B. E., 11 and larger. | \$1.70¢@1.75 |
| Eley's P. E., 12 to 20. | \$3.00¢@3.25 |

| Animal Pokes | |
|---------------------|--------|
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye. | ¢ 25 |
| Western. | 4.00 |

| Anti-Rattlers | |
|---|-------------|
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00 |
| Burton's, ¢ doz. pair, Nos. 2 and 5. | 50¢ |
| Per doz. pair, No. 1. | 75¢ |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | ¢ Gro. |
| Daisy, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.40 |

| Anvils | |
|----------------------------------|--------|
| American "Horse-Shoe" | 9¢@ |
| Arm and Hammer | 9¢@ |
| Eagle Anvil, 1 lb. net. | 63¢@7¢ |
| Hay-Builden, Wrought. | 9¢@9¢ |
| Peter Wright's. | 10¢@ |
| Trenton. | 9¢@9¢ |
| Columbian, all steel, 1 lb. net. | 9¢@9¢ |

ANVIL AND VISE COMBINED—

| | |
|----------------------------|------------------|
| Müller Falls (with drill). | \$18.00, 15¢@10¢ |
|----------------------------|------------------|

Augers and Auger Bits

| | |
|------------------------------------|-------------|
| Boring Machine Snells. | 70¢ |
| Com. Auger Bits. | 75¢@75¢ |
| Forster Pat. Bits. | 25¢ |
| Ford Auger Bit Co. | |
| Auger Bits. | 40¢@40¢ |
| Car Bits. | 40¢@40¢ |
| Machine Bits. | 40¢@40¢ |
| C. E. Jennings & Co. | |
| D'Almeida pattern car, No. 30. | 40¢@7¢@10¢ |
| Nobles Double Spur, No. 32. | 55¢@10¢ |
| No. 10, Extension Lip. | 25¢@10¢ |
| Car Bits, No. 10. | 25¢@10¢ |
| Car Bits, No. 30. | 25¢@10¢ |
| Ring Augers. | 40¢@7¢@10¢ |
| Jennings' Pattern. | 65¢@10¢ |
| Snell's Auger and Car Bits. | 60¢@10¢@60¢ |
| Extra. | |
| No. 1. | 60¢@10¢@10¢ |
| Russell Jennings' Augers and Bits. | 60¢@10¢@10¢ |

HOLLOW AUGERS—

| | |
|-------------------------|------------|
| Ames. | 25¢@10¢ |
| Bonney's Adjustable. | 25¢@10¢ |
| Hibbard's Adjustable. | 25¢@10¢ |
| Ives. | Net prices |
| Müller Falls, Goodell. | 25¢@10¢ |
| Universal, each \$4.50. | 15¢@7¢@10¢ |

EXPANSIVE BITS—

| | |
|------------------------------------|---------|
| C. E. Jennings & Co., Steers' Pat. | 33¢@10¢ |
| Clark's small, \$18. | 50¢@10¢ |
| Clark's large, \$25. | 50¢@10¢ |
| Ives' Model, ¢ doz. \$60. | 50¢ |

DOUBLE CUT GIMLET BITS—

| | |
|----------------------------------|--------------|
| Common, net. | \$3.00¢@3.25 |
| German Pattern, net. | \$4.80¢@5.75 |
| Mayhew's Diamond, ¢ doz. \$1.25. | 40¢ |
| C. E. Jennings & Co. | 45¢@10¢ |
| Ladd's. | 60¢@10¢ |
| Mayhew's. | 40¢@10¢ |
| Snell's Bell Hangers. | 60¢ |

TWIST DRILLS—

| Bit Stock. | 60¢@10¢@60, 10¢@10 |
|---------------------------|--------------------|
| Taper and Straight Shank. | 60¢@10¢@60, 10¢@10 |
| SHIP AUGERS AND BITS— | |
| Ford Auger Bit Co. | 33¢@4¢ |
| Hommedieu's. | 15¢ |
| Sell's. | 40¢@10¢ |
| Watrous. | 35¢@5¢ |

Auger and Auger Handles

| See Handles | |
|---------------------------------|-----------------------|
| Awls | |
| Handled Brad. | Per Gro. \$2.75¢@3.00 |
| Handled Scratch. | \$3.50¢@4.00 |
| Patent Peg. | 81¢@34¢ |
| Sewing, Com. | 88¢@1.00 |
| Shouldered Peg. | 65¢@70¢ |
| Shouldered Brad. | 63¢@60¢ |
| Socket Scratch, ¢ doz. | \$1.00 |
| Stanley Rule and Level Handled. | 45¢ |

Awl and Tool Sets

| | |
|--|---------|
| Alken's Awls and Tools: | |
| No. 10, ¢ doz. \$7.50; No. 20, ¢ doz. | \$10. |
| Brad Sets: | |
| No. 42, \$10.50; No. 43, \$12.50. | 70¢ |
| Fray's Adj. Tool Hds., Nos. 1, \$12; 2, \$18. | |
| No. 4, \$9; 5, \$7. | 50¢ |
| Ice Awls. | 55¢ |
| Müller's Falls Adj. Tool Holders. | |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. | 15¢@10¢ |
| C. E. Jennings & Co's. Adj. Tool Hds. | 33¢@4¢ |
| Rollis Hdw. Co., Adj. Tool Holders, No. 1, \$18. | 80¢ |

AXES

| | |
|---------------------------|--------|
| Single Bit, base weights: | |
| First quality. | \$5.00 |
| Second quality. | \$4.50 |
| Double Bit, base weights: | |
| First quality. | \$7.50 |
| Second quality. | 6.75 |

HATCHETS—

| | |
|--|---------|
| Hunt's, Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50¢ |
| Broad and Bib. | 40¢@10¢ |
| Boy's Axes. | 50¢ |
| D. Simmons & Co. | |
| Broad. | |
| Shingling and claw. | 50¢@5¢ |
| Lath, Hunters', etc. | |
| Picks and Mattocks. | 50¢ |
| Peck Edge Tool Co. | |
| Hatchets, shingling, etc. | 50¢ |
| Broad and Bib. | 40¢@10¢ |
| Boy's Axes and Hatchets. | 50¢ |

AXLE GRONCE

| | |
|----------------------------------|----------|
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (36 in case). | 15 ea. |
| 2 " " | 25 " |
| 10 " " (6 in case). | \$1.20 " |
| 25 " " kegs. | 2.75 " |
| 100 " " " | 9.00 " |
| 200 " half bbls. | 8 1/2 lb |
| 375-400 lb. | |
| Snow Flake: | |
| One-quart cans, ¢ doz. | \$ 2.00 |
| Two-quart cans, ¢ doz. | 3.20 |
| One-gallon cans, ¢ doz. | 6.00 |
| Five-gallon cans, ¢ doz. | 24.00 |
| Quarter bbls. (15 gals.), ¢ gal. | 45 |
| One-half bbls. ¢ gal. | 40 |
| Bbls., ¢ gal. | 35 |

Balances, Spring

| | |
|------------------------------|-----|
| Chattillon's: | |
| Light, class A. | 50¢ |
| Circular Balances, class C. | 50¢ |
| Ice Balances, class B. | 50¢ |
| Straight Balances, Class A1. | 50¢ |
| Class A2. | 40¢ |
| Class D. E. F. | 80¢ |
| Class F. | 20¢ |

Balances, Sash

| | |
|-------------|------------|
| Caldwell's. | 50¢ |
| Pullman's. | 50¢@10¢@50 |

Beef Shavers

| | |
|-------------------------|---------|
| Enterprise. | |
| Japanned, each, \$8.00. | 25¢@30¢ |
| Tinned, each, \$10.50. | 25¢@30¢ |

Bells

| HAND— | |
|-----------------------------|-------------|
| Hand Bells, polished brass. | 60¢@60¢@10¢ |
| Pure bell metal. | 60¢ |
| Silver chime. | 33¢@25¢ |
| White metal. | 60¢ |

DOOR

| | |
|----------------|---------|
| Trip, Gem. | 50¢@10¢ |
| Gong, Abbe's. | 45¢ |
| Gong, Yankee. | 55¢ |
| New Departure. | |
| Model 7. | 50¢@10¢ |
| Push. | 50¢ |

| | |
|--------------------------|-------------|
| Con. wrought. | 75¢@75¢@10¢ |
| Ken. | 70¢@70¢@10¢ |
| Ken. J. Sargent's list. | 70¢ |
| Texas Star. | 50¢ |
| Western, Sargent's list. | 70¢@70¢@10¢ |

| Bellows | |
|---------------|-------------|
| Blacksmith's. | 65¢@10¢@70¢ |
| Ham. | 25¢@10¢ |
| Moulders. | 25¢@10¢ |

Belted Rubber

| | |
|------------------------------------|---------|
| Roston Belting Co: | |
| "Boston" | 50¢ |
| "Imperial," seamless stitched. | 45¢ |
| Slagars. | 80¢ |
| New Jersey Car Spring & Rubber Co: | |
| Extra Para. | 40¢@10¢ |
| Reliable. | 50¢@10¢ |
| Staple. | 60¢@10¢ |

Bench Stops

| | |
|--|---------|
| Morrill's No. 1, \$10.00 per doz.; No. 2, \$12.50. | 50¢ |
| Seymour Smith & Sons. | 25¢@10¢ |
| Miller's Falls. | 15¢@10¢ |
| Weston's. | 40 |

Binder Twine

| Per Pound | |
|------------------|-----|
| Sisal. | 10¢ |
| Standard. | 10¢ |
| Standard Manila. | 11¢ |
| Manila. | 12¢ |
| Pure Manila. | 13¢ |

Bit Holders.

| | |
|---------------------------|---------|
| Angular. | 45¢ |
| Extension: | |
| Barber's, ¢ doz. \$15.00. | 45¢@50¢ |
| Ives', ¢ doz. \$20.00. | 60¢@10¢ |

Blind Adjusters

| | |
|----------------------------|-------------|
| Columbian. | 35¢@ |
| Domestic, ¢ doz. \$3.00. | 33¢@ |
| Excelsior, ¢ doz. \$10.00. | 50¢@10¢@2¢ |
| North's. | 10¢ |
| Zimmerman's. | 50¢@50¢@10¢ |

Blind Fastenings and Tenons

| | |
|-------------------------|-------------|
| Security Gravity, ¢ gr. | \$9.00 |
| Zimmerman's. | 50¢@50¢@10¢ |

Blocks, Tackle

| | |
|-----------------------------------|----------------|
| Eddy's. | 50¢@10¢@60¢ |
| Hartz' Steel. | 40¢@10¢@50¢@5¢ |
| Iron Strapped, Japanned Sheaves. | 70¢@10¢ |
| Iron Strapped, Lig Vitae Sheaves. | 60¢ |
| Rope Strapped, Japanned Sheaves. | 65¢@10¢ |
| L. V. Sheaves. | 40¢ |
| Lanes: | |
| Junior, Self Sustaining. | 80¢ |
| Pat. Automatic. | 80¢ |
| Perfect Safety. | 80¢ |
| Stowell, Novelty Block. | 50¢@10¢ |

Bolts

| DOOR AND SHUTTER— | |
|----------------------------------|--------------------|
| Cast Iron Barrel, Square, &c. | 60¢@10¢ |
| Cast Iron Chain. | 60¢@10¢ |
| Cast Iron Shutter Bolts. | 60¢@10¢ |
| Ives' Patent Door Bolts. | 60¢ |
| Wrought Barrel. | 80¢@80¢@10¢ |
| Wrought Barrel Bolts, Griffin's. | 75¢@10¢ |
| Wrought Square. | 70¢@60¢@10¢ |
| Wrt Shutter, 3" and 1 1/2". | 50¢@10¢@50¢@10¢@5¢ |
| Wrought Spring, Sargent's. | 70¢@10¢@75¢ |

CARRIAGE, MACHINE, & C.

| | |
|--|---------|
| Common carriage (cut thread), 3/4 x 4 and smaller. | 75¢ |
| Larger and longer. | 65¢@5¢ |
| Phila. Eagle, \$3.00 list May 24, '99. | 80¢ |
| Bolt ends, list Feb. 14, '96. | 65¢@10¢ |
| Bolt ends, with C and T nuts. | 65¢@5¢ |
| Machine, 3/4 x 4 and smaller. | 75¢ |
| Machine, larger and longer. | 65¢@10¢ |

TIRE—

| | |
|--------------------------------------|-------------|
| American Screw Co: | |
| Bay State, plain, list Dec. 28, '99. | 80¢ |
| Bay State, fluted. | 80¢ |
| Eagle Phila. | 82 1/2¢ |
| Norway, Phila. | 80¢ |
| Common. | 75¢@10¢@80¢ |
| Norway, Phila. | 80¢ |
| Portchester, Norway. | 80¢ |
| Phila. | 82 1/2¢ |

STOVE AND FLOW—

| | |
|--------|-------------|
| Plow. | 65¢@10¢ |
| Stove. | 87 1/2¢@10¢ |

MISCELLANEOUS—

| | |
|-------|-----|
| Sink. | 80¢ |
|-------|-----|

Bone Mills

| | |
|-------------|---------|
| Enterprise. | 25¢@30¢ |
| Steamers. | 40¢ |

Borers, Tap

| | |
|----------------------|------------------------|
| Enterprise. | 20¢@25¢ |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co. | |
| No. 6. | 30¢@10¢ |
| No. 10. | 25¢@10¢ |
| Common ring. | 25¢@10¢ |
| Ives. | 25¢@10¢ |

Boring Machines

| WITHOUT AUGERS— | |
|----------------------|-----------------|
| Upright. Angular. | |
| Jennings. | 35¢@5¢ |
| Miller's Falls. | \$7.50, 15¢@10¢ |
| Snell's, Rice's Pat. | \$3.50, \$2.75 |
| Ajax. | 40¢ |
| Phillips. | \$4.00 net |

Bow Pins

| | |
|------------|---------|
| Hotchkiss. | 60¢@10¢ |
|------------|---------|

Boxes, Mail

| | |
|-----------|--------|
| Heller's. | 40¢@5¢ |
|-----------|--------|

Box Hooks

| | |
|----------------------|-------------|
| Humason & Beckley's. | 60¢@10¢@10¢ |
|----------------------|-------------|

Box Openers

| | |
|-----------------|-------------------|
| Humason's. | ¢ doz. net \$5.00 |
| Bemis & Call's. | 20¢@10¢ |

Box Scrapers

| | |
|------------|-----|
| Bradley's. | 30¢ |
|------------|-----|

Box Strapping

| | |
|--------------------------------|----------------|
| Cary Mfg. Co's., in case lots: | |
| Universal. | 25¢@30¢ |
| Standard Metal Strap Co's. | 25¢@10¢@10¢@5¢ |
| Elipse. | 25¢@10¢@10¢@5¢ |

Braces

| | |
|------------------------------------|-----------------|
| Barbers'..... | 50¢@10¢@10¢@10¢ |
| Barbers' Ratchet..... | 60¢@10¢@10¢ |
| Common Hall American..... | 60¢@10¢@10¢ |
| Ives'..... | |
| Barbers'..... | 60¢@5¢ |
| Barbers' Ratchet..... | 60¢@10¢@10¢ |
| New Haven Novelty..... | 70¢ |
| New Haven Ratchet..... | 60¢@10¢ |
| Spofford..... | 60¢@5¢ |
| C. E. Jennings & Co..... | |
| No. 108-114A..... | 50¢@5¢@10¢ |
| No. 108-114B..... | 50¢@5¢@10¢ |
| Lancaster Mach. & Knife Works..... | 50¢ |
| Gen. Spofford's..... | 60¢ |

Chains

| | |
|---------------------------------------|-------------|
| Galvanized Pump chain, # lb. | 44¢@44¢c |
| Ger. coll. list July 24, '97. | 60¢@10¢@10¢ |
| Ger. Hatter chain, list July 24, '97. | 60¢@10¢@10¢ |
| Jack chain, Iron. | 60¢@10¢@10¢ |
| Jack chain, Brass. | 60¢@10¢@10¢ |
| Oneda Wire Dog chains. | 45¢@50¢ |
| Trace Wagon and Fancy Chains. | 60¢@80¢@10¢ |
| New list. | 60¢@80¢@10¢ |
| Bridgeport Trace chains. | 65¢ |
| Stake chains. | 65¢ |
| Heel chains. | 80¢ |
| COW TIES— | |
| American. | 45¢@50¢ |
| Niagara. | 45¢@50¢@10¢ |
| Covert Mfg. Co. | 45¢ |
| Cotton. | 45¢ |
| Hemp. | 45¢ |
| Jute. | 45¢ |
| Steel. | 55¢ |

Chain Guards

| | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

Carpet Stretchers

| | |
|---------------------------------|--------|
| Montrose "Excelsior," # doz. | \$6.00 |
| Bullard's. | 35¢ |
| Cast Iron, Steel points, # doz. | 80¢ |
| Sockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings. | 25.00 |
| "B, Japd. | 21.00 |
| "C, Nickel | 23.00 |
| "D, Nickel | 21.50 |
| "E, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|------------------------|--------|
| No. 12, Wire, Tinned. | \$0.85 |
| " 11, Wire, Coppered. | 1.10 |
| " 11, Wire, Tinned. | 1.30 |
| " 10 Wire, Galvanized. | 1.50 |

Cherry Stoners

| | |
|------------------------------|---------|
| Enterprise. | 25¢@30¢ |
| Goodell's Family, net # doz. | \$5.00 |
| Rollman's, net, # doz. | 6.00 |

Chisels

SOCKET FRAMING & FIRMER—

| | |
|-------------------------------|-------------|
| Standard Makes. | 75¢@75¢@10¢ |
| L. & J. White. | 80¢@80¢@5¢ |
| C. E. Jennings & Co., No. 70. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 55¢@2¢@10¢ |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|------------------|
| W. & S. Butcher's. | \$4.75@5.00 to 2 |
| C. E. Jennings & Co. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 25¢@10¢ |
| Tanged Chisels. | 25¢@10¢ |
| Tanged Gouges. | 35¢@10¢ |
| Tanged Firmers. | 35¢@10¢ |
| L. & J. White. | 25¢@5¢ |

COLD CHISELS—

| | |
|---------------------|---------|
| Good quality, # lb. | 15¢@15¢ |
| Snell's best C. S. | 40¢@5¢ |
| Cronk's. | 50¢ |

Cleaners, Sidewalk

| | |
|------------------|--------|
| Challenge Shank. | \$2.00 |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

HORSE—

| | |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's. | Each. |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '99, Chicago. | 8.75 |
| 1902 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|--------------------------|---------|
| Snow Flake. | |
| One-pint cans, # doz. | \$ 3.00 |
| One-quart cans, # doz. | 4.50 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 66.00 |

Cocks, Brass

| | |
|--|-------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sene, Racking, &c., Cocks. | 70¢@10¢@75¢ |

Coffee Mills

| | |
|---------------------|-------------|
| Box and Side. | 50¢@10¢@50¢ |
| Enterprise Mfg. Co. | 25¢@30¢ |
| Lane Bros. Co. | 30¢ |

Compasses, Dividers, &c

| | |
|--------------------------------|-------------|
| Atrol Calipers and Dividers. | 40¢ |
| Bemis & Call Co's. | 40¢ |
| Compasses. | 50¢ |
| Dividers. | 65¢ |
| Compasses, Calipers, Dividers. | 75¢@75¢@10¢ |

Coopers' Tools

| | |
|-------------------|-----------------|
| Barton's. | 20¢@20¢@5¢ |
| L. & J. White. | 20¢@20¢@5¢ |
| Sandusky Tool Co. | 25¢@10¢@30¢@10¢ |

Corkscrews

| | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 33¢ |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, # doz. | \$10.00 |

Corn Hooks

| | |
|---------------------|-------------------|
| Kretinger Cut-Easy. | # Doz. net \$9.00 |
|---------------------|-------------------|

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 50¢ |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40¢@45¢ |
| Smith's. | 35¢ |
| Snell's. | 40¢ |
| Wheeler's Patent. | 50¢ |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 20¢ |
| Dixon's. | 7 in., \$3.75; 9 in., \$4.25 |
| Eclipse. | 5.00 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 5.12 |
| Solid. | 7.50 |
| Tallors, black, \$5.50; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|---------|
| Kohler's. | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's. | 25¢@10¢ |

Cutlery

| | |
|-------------------|-----|
| Foster's Pocket. | 80¢ |
| Carriers' Pocket. | 70¢ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|-------------|
| Walter B. Stevens & Son: | |
| Brass. | 40¢ |
| Embossed Gilt. | 80¢@10¢ |
| Leather. | 40¢ |
| Union Hd'wre Co., new list. | 50¢@50¢@10¢ |

Door Checks

| | |
|-------------------------------|---------|
| Bardale's. | 40¢@45¢ |
| Columbia. | 50¢@10¢ |
| Eclipse. | 60¢@10¢ |
| Home. | 50¢@10¢ |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|-----|
| Empire. | 50¢ |
| Superior. | 83¢ |

Door Springs

| | |
|-----------------------------------|-------------|
| Columbian Steel. | 20¢ |
| Gem (Coll), list Oct. '96. | 20¢ |
| Pullman, Perfect. | 25¢ |
| Pullman Coll. | 25¢ |
| Star (Coll), list Oct. '96. | 30¢ |
| Torrey's Rod, 39 in., # doz. net. | \$1.10 |
| " 48 in., " " " " | 3.50 |
| Victor, Coll. | 50¢@10¢@10¢ |
| Chicago Coll Springs. | 40¢@10¢ |
| Reliance Coll Springs. | 40¢@10¢ |

Drain Cleaners

| | |
|--------------------|--------|
| Iwan's Adjustable. | 55¢ |
| Iwan's Stationary. | 40¢@5¢ |

Drawer Pulls

| | |
|---------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75¢@10¢ |
| Sargent's list. | 60 |

Drawing Knives

| | |
|---------------------|-------------|
| Standard Makes. | 70¢@10¢@75¢ |
| Adjustable Handle. | 25¢@25¢@10¢ |
| Jennings & Griffin. | 60¢ |
| Watrous. | 16¢@10¢ |
| L. & J. White. | 20¢@5¢@25¢ |

Drills and Drill Stocks

| | |
|---------------------------------------|----------------|
| Automatic Boring Tools, Goodell's. | |
| Blacksmith's. | 40¢@5¢@40¢@10¢ |
| Breast, Goodell's. | 60¢ |
| Breast, Miller's Falls, each \$3.00. | 15¢@10¢ |
| Stearns' bench. | 30¢ |
| Hand, Goodell's. | 30¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 20¢ |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|---------------------------------|---------------|
| Holt-Lyon Co. | # Doz. # Gro. |
| No. 5 Japanned, Dasher. | |
| flared. | \$0.85 |
| No. A, Japanned, 6 doz, \$6.00. | 1.15 |
| No. 1, Tinned. | 1.40 |
| No. B, Japanned, hotel size. | 1.85 |
| No. 6, Japanned, Dasher. | |
| flared. | 1.65 |
| No. 2, Tinned, hotel size. | 2.00 |

Escutcheons

| | |
|-------|-----|
| Wood. | 25¢ |
|-------|-----|

Farriers' Knives

| | |
|-------------------|---------------|
| "Challenge". | # Doz. \$3.00 |
| Popes. | 8.00 |
| Wilkinson's, net. | 8.00 |
| Wostenholm's. | 3.25 |

Faucets

| | |
|------------------------------------|-------------|
| Iron Petroleum. | 70¢@70¢@10¢ |
| John Sommer's "Peerless," Tin Key. | 40¢ |
| "Boss," Tin Key. | 50¢ |
| "Victor," Metal Key. | 50¢ |
| "Duplex," Metal Key. | 60¢ |
| "I. X. L." Cork Lined. | 50¢ |
| "Reliable," Cork Lined. | 50¢@10¢ |
| "Chicago," Cork Lined. | 50¢ |
| "Perfection," Cedar. | 40¢ |
| "No Brand," Cedar. | 50¢ |

SELF MEASURING—

| | |
|----------------------------|----------|
| Enterprise # doz. \$36.00. | 40¢@10¢ |
| Lane's. | \$40.10¢ |

FILES

DOMESTIC—

| | |
|--------------------------|---------------------|
| New list, Nov. 1, 1899: | |
| American. | 75¢@10¢@75¢@10¢@10¢ |
| Arcade. | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith. | 75¢@10¢@75¢@10¢@10¢ |
| Dixson's. | 75¢ |
| Dixson's Superfine. | 50¢ |
| Eagle. | 75¢@10¢@75¢@10¢@10¢ |
| Great Western. | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot. | 75¢@10¢@75¢@10¢@10¢ |
| McClellan. | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson. | 70¢@10¢@75¢@10¢@10¢ |
| Nicholson's X. F. Files. | 40¢@40¢@10¢ |
| Royal. | 80¢@80¢@10¢ |

IMPORTED—

| | |
|---------|----------------------|
| Stub's. | Stub's list, 30¢@35¢ |
|---------|----------------------|

Filters

| | |
|----------------------------|--------------|
| Acorn. | 50¢ |
| Fulper's Natural Stone. | \$3.50@15.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|-------------|
| Am. Fish Hook Co. list. | 60¢@60¢@10¢ |
| Kirby & Limerick, low list (50c. base). | 10¢ |

Fishing Tackle

| | |
|---------------------------------|---------|
| Bishop's. | # Doz. |
| Level Winding Jeweled Reel. | \$78.00 |
| Level Winding Steel Pivot Reel. | 65.00 |
| Auto Even Spooler. | 80.00 |
| Gun Cleaner. | 4.20 |
| Lightening Fish Scaler. | 3.00 |
| Fish Hook Shield. | 3.00 |

Fish Scales

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60¢@20¢ |

Freezers, Ice Cream

| | | | | | |
|---------------|--------|--------|--------|--------|--------|
| "Alaska": | 1 | 2 | 3 | 4 | 5 |
| Net. | \$1.15 | \$1.25 | \$1.50 | \$1.95 | \$2.50 |
| "North Star": | | | | | |
| Net. | \$1.25 | \$1.45 | \$1.75 | \$2.25 | |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20¢@25¢ |
|-------------|---------|

Fry Pans

| | | | | |
|--------------------|---------|--------|--------|--------|
| Standard list..... | 75¢&10¢ | | | |
| No..... | 1 | 2 | 3 | 4 |
| # doz..... | \$3.75 | \$4.25 | \$4.75 | \$5.25 |
| No..... | 5 | 6 | 7 | 8 |
| # doz..... | \$6.00 | \$7.00 | \$8.00 | \$9.00 |

Gauges

| | |
|---|---------|
| Bemis & Call's Steel. | 50¢ |
| Clapboard. | 25¢@10¢ |
| Dixson's Mortise. | 70¢ |
| Marking Mortise, etc. | 60¢ |
| Stanley's. | 35¢ |
| Starrett's Surface, Center and Scratch. | 25¢@10¢ |
| Wire, Morres. | 25¢ |
| Wire, P. S. & W., low list. | 33¢ |

Gimlets

| | |
|---------------------------|-------------|
| "Diamond" Gimlets, # gro. | \$4.00@4.25 |
| Double Cut. | 40¢@10¢@50¢ |
| Metal Head. | 50¢@10¢ |
| Wood Head. | 50¢ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|-------------|
| Le Pages Liquid. | 25¢@25¢@10¢ |
|------------------|-------------|

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|--------------------------------|-----------|
| Dixon's Pure Flake: | |
| 682—1 lb. cans. | 30¢ ea |
| 683—5 lb. screw top tin cans. | 85¢ ea |
| 684—10 lb. screw top tin cans. | \$1.50 ea |
| 685—25 lb. boxes. | 15¢ lb |
| 686—50 lb. boxes. | 14¢ lb |
| 687—100 lb. kegs. | 14¢ lb |
| 688—350 lb. barrels. | 12¢ lb |

Grindstone Fixtures

| | |
|-----------------------|-------------|
| Cronk's. | 50¢ |
| Forest City. | 30¢@80¢@10¢ |
| Sargent's Patent. | 60¢@10¢@10¢ |
| Stovells Extra Heavy. | 50¢@10¢@10¢ |
| Stovells Light. | 80¢@10¢ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|------------------|--------|
| Brittons, # doz. | \$5.50 |
|------------------|--------|

Halters

| | |
|--------------------|---------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50¢ |
| Sisal Rope. | 30¢@10¢ |
| Web Halters. | 35¢@5¢ |

Hammers

HANDLED HAMMERS—

| | |
|---|----------------|
| Magnetic tack, Nos. 1, 2, 3, \$1.25 \$1.50. | |
| Maydole's. | 50¢ |
| Sargent's new list. | 33¢@5¢@40¢@10¢ |
| Fayette R. Plumb: | |
| Plumb, A. E. Nail. | 33¢@7¢ |
| Engineers and H. S. Hand. | 50¢@12¢ |
| Quaker City Hammers. | 40¢@10¢ |
| Riveting and Timbers. | 40¢@2¢ |

HEAVY HAMMERS & SLEDGES—

| | |
|---------------------|------------|
| Under 3 lb 50c lb. | 80¢@5¢ |
| 3 to 5 lb 40c lb. | 80¢@5¢ |
| Over 5 lb 30c lb. | 80¢@10¢ |
| Wilkinson's Smiths. | 9¢@10¢@10¢ |

Hammock Ropes

| | |
|-----------------|--------|
| Covert Mfg. Co. | |
| Jute. | 40¢@5¢ |
| Sisal. | 30¢ |

Handles

WOOD—

| | |
|---------------------------|----------------|
| Auger, assorted, # gro. | \$2.75 |
| Auger, large, # gro. | 3.25 |
| Auger, Ives' Pat., No. 1. | 60¢@10¢ |
| No. 2 to 32¢. | 40¢ |
| Axe, Pick, etc. | 60¢@5¢@80¢@10¢ |
| Bliss Mfg. Co.: | |
| Chisel. | |
| Brad Awl. | |
| Auger. | |
| Soldering Iron. | |
| Brad Awl, # gro. | \$1.75@3.00 |

SPRING HINGES—

| | |
|--|--------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer R. B. Floor Hinges..... | 40% |
| Bardley's Patent (Checking)..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 50% |
| American..... | 30.25% |
| Gem..... | 30.25% |
| Oxford..... | 30.25% |
| Acme, Steel..... | 35% |
| Brass..... | 25% |
| Niles Mfg. Co..... | 30.25% |
| Superior: | |
| Floor Hinges..... | 33% |

GATE HINGES—

| | |
|--|-----------------|
| Clark's, Nos. 1, 2, 3..... | 50.10.20.40.10% |
| N. E., 7 doz., \$7.20..... | 60% |
| N. E., Reversible, 7 doz., \$5.20..... | 60% |
| N. Y. State, 7 doz., \$4.30..... | 60% |
| Western, 7 doz., \$4.30..... | 60% |

BLIND HINGES—

| | |
|---|-----------------|
| Parker..... | 70.10.20.40.10% |
| Sargent's, Nos. 1, 3, 5, 11, 13..... | 75% |
| W. H. Co's., No. 2 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.20 7 doz. sets..... | 90.10% |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30.25% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 65.10% |
| Main Kettles..... | 65.10% |
| "Porcelainized"..... | 50% |

STOVE HOLLOW WARE—

| | |
|-------------------------------|---------------|
| Blacklock: | |
| Ground..... | 55.60.10% |
| Plain or Unground..... | 60.65% |
| Country Ware 70 lbs. net..... | \$2.75.60.10% |
| Enameled Ware..... | 60.55.10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Main Kettles..... | 70% |
| Tinned Bottles and Saucepans..... | 40% |
| Enameled..... | 50% |

GLUE POTS—

| | |
|---------------|-----|
| Tinned..... | 35% |
| Enameled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|-----------|
| Jennings & Griffin's..... | 33.1/2.5% |
| Wadsworth's..... | 55.10% |

CAST IRON—

| | |
|-----------------------------------|-----------------|
| Ceiling, Sargent's list..... | 50.10.20.60% |
| Chandelier..... | 60.60.10% |
| Clothes Line, Sargent's list..... | 50.10.10% |
| Coat and Hat, Sargent's list..... | 50.10.10% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 50.60.10% |
| Lamp..... | 60.60.10% |
| Picture..... | 60.60.10% |
| Screw Hat..... | 60.10% |
| Wardrobe..... | 60.10.20.40.10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 7 doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60.10% |
| Wire Coat and Hat, Gem..... | 70.10% |
| Wire Ceiling, Gem..... | 70.10% |

MISCELLANEOUS—

| | |
|------------------------------------|-----------|
| Belt..... | 80.10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 25.5% |
| Grass, Wadsworth's..... | 60% |
| Cronk's, Grass, 7 doz..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60.10.10% |
| Hooks and Eyes, Mal. Iron..... | 60.10.10% |
| Cotton, box and hay..... | 60.10.10% |

Horse Clippers

| | |
|-------------------|--|
| See Clippers..... | |
|-------------------|--|

Horse Nails

| | |
|---|-------------------------------|
| Nos..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 21c 21c 40.5% |
| American, all sizes, net..... | 9.1/2c |
| Nos..... | 6 7 8 9 10 |
| Anchor and New Haven) 12c. net for all sizes 5 to 10. | |
| Nos..... | 6 7 8 9 10 |
| Assable..... | 25c 25c 25c 24c 25c 50.10% |
| C. B. K..... | 25c 25c 22c 21c 21c 40% |
| Capwell..... | 19c 18c 17c 16c 16c 10.5% |
| Champion..... | 25c 25c 25c 24c 18c 40.10.50% |
| Clinton Fin..... | 18c 17c 16c 15c 14c 30.10% |
| Essex..... | 25c 25c 25c 24c 23c 40.10.50% |
| Lyra, all sizes, net..... | 9.1/2c |
| Livingston..... | 10.5.10% |
| Nelson..... | 25c 25c 25c 21c 21c 12c |
| Northwestern..... | 25c 25c 25c 21c 20c 25.25.5% |
| Putnam..... | 25c 21c 20c 19c 18c 33.1/2% |
| New Putnam..... | 19c 18c 17c 16c 15c 10.10% |
| Vulcan..... | 25c 21c 20c 18c 18c 25.10% |
| Western..... | 40.10% |

Horse Shoes

| | |
|----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, 7 keg..... | \$4.00 |
| Steel, 7 keg..... | 7.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Manila..... | 35% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 80% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40.10% |
| Reliable..... | 50.10% |
| Staple..... | 80.10% |
| Standard..... | 70.10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80.30% |
| Steam..... | 70% |

Ice Awls, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awls..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|------------------------------|--|
| See Freezers, Ice Cream..... | |
|------------------------------|--|

Ice Shredders

| | |
|-----------------|------------------------------|
| Enterprise..... | No. 33, 7 doz. \$6.00 25.30% |
| | No. 34, 7 doz. 16.00 25.30% |

Jack Chain

| | |
|----------------|--|
| See Chain..... | |
|----------------|--|

Jacks

| | |
|----------------------|--|
| See Wagon Jacks..... | |
|----------------------|--|

Jack Screws

| | |
|-----------------|--|
| See Screws..... | |
|-----------------|--|

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 30.25% |
|------------------------|--------|

Knives

| | |
|----------------------------------|--------|
| Kimball's: | |
| Bread Knives, 7 doz. \$1.50..... | 20% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 7 doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 30% |
| Snell's..... | 30% |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40.10% |
|----------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$1.15.7.10% |
| 7 doz..... | \$3.00 |
| Solid Stone Carving Knife Hones..... | 2.50 |
| 7 doz..... | \$2.50 |
| Quick Edge Pocket Knife Hones..... | \$3.00 |
| 7 doz..... | \$3.00 |
| Mounted Kitchen Sandstone..... | \$1.50 |

Knobs

| | |
|---|--------------|
| Bardley's wood, door, shutter and base..... | 10.15% |
| Base, rubber tip, 2 1/2 in head, 7 gro..... | \$1.15.7.10% |
| Door Mineral..... | 65.70c |
| Door Por. Jap'd..... | 70.75 |
| Door Por. Nickel..... | \$2.10.4.20% |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40.10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|--------|
| Cronk's barn door, net..... | \$2.00 |
| Lane's Barn Door..... | 40.10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75.10% |
| Clipper Improved..... | 50.10.10.5% |
| Enterprise..... | 40.10% |
| Genuine Philadelphia Mowers: | |
| Style M, S, C, K, T..... | 70.10% |
| Style A (all steel)..... | 60.10% |
| Style E, low wheel..... | 60.10% |
| Style E, high wheel..... | 70.10.5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70.10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60.10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25.30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Daisy, net, 7 doz..... | \$7.50 |
| Mylor..... | 4.50 |
| Rainmaker..... | 4.50 |
| Dew Drop..... | 1.20 |

Leads

| | |
|------------------|---------|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 33.1/2% |

Lemon Squeezers

| | |
|--------------------------------------|-----------------------------------|
| Berger Bros., 7 doz..... | 8 in., \$1.00; 10 in., \$1.40 20% |
| Hothkiss, Straight Flush, 7 doz..... | \$9.50 |
| Little Giant..... | 50.40.5% |
| Porc. lined, Wood, 7 doz..... | \$1.75 |
| Porc. lined, Wood, 7 doz..... | \$1.25 |
| Wood, common, 7 gro..... | No. 0, \$5.25 |
| | \$5.50; No. 1, \$5.25; \$5.50 |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's.: | |
| Hexagon..... | 25.10% |
| Iron Bench, new design..... | 25.10% |

Lifters

| | |
|--------------------------|--|
| See Transom Lifters..... | |
|--------------------------|--|

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 20 feet..... | 40.10% |
| Cotton Trot..... | 20% |
| Samson Cot., No. 4, 22.90; 4 1/2, \$2.75..... | 20% |
| Silver Lake braided, 7 gro., Nos. 0, \$6.00; 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 20% |
| Wire Clothes: | |
| 18 19 20 | |
| 1000 feet..... | \$2.25 \$2.00 \$1.75 |
| 75 feet..... | 1.50 1.35 1.10 |

Loaded Shells

See Ammunition.

Locks

| | |
|--------------------------|---------|
| DOOR LOCKS, LATCHES, &C— | |
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |
| CABINET— | |
| Eagle Lock Co..... | 33.1/2% |
| Corbin..... | 33.1/2% |
| Yale..... | 33.1/2% |

PADLOCKS—

| | |
|---|-----------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40% |
| Ames Sword Co..... | 40.45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Edge bicycle..... | 40% |
| Wrought Iron..... | 50% |
| Yale Lock Co..... | 75.10.80% |
| | 80% |
| TRUNK— | |
| Corbin's..... | 25.10% |
| Eagle..... | 40% |

Machine Bolts

| | |
|----------------|--|
| See Bolts..... | |
|----------------|--|

Mail Boxes

| | |
|----------------------|--|
| See Boxes, Mail..... | |
|----------------------|--|

Mallets

| | |
|--|-----------|
| Hickory..... | 45.65.50% |
| Lignumvitae..... | 45.65.50% |
| Billie..... | 33.1/2% |
| Carpenters, Tinnors, Box, Carvers..... | 33.1/2% |

Maslin Kettles

| | |
|----------------------|--|
| See Hollow Ware..... | |
|----------------------|--|

Mattocks

| | |
|--------------------------------|-------------|
| Cronk's Garden, net 7 doz..... | \$4.00 |
| Regular Goods..... | 70.10.4.75% |

Meat and Food Cutters

| | |
|--------------------------------|----------------------------------|
| American..... | 1 2 3 4 5 6 |
| Nos..... | Each \$5 \$7 \$10 \$25 \$50 \$60 |
| Dixons..... | 7 doz. 30.10.40.10% |
| Nos..... | 1 2 3 4 |
| Each..... | \$14 \$17 \$19 \$30 |
| Enterprise..... | 25.25.7.1/2% |
| Nos..... | 5 10 12 20 22 32 |
| Each..... | \$2 \$3 \$2.75 \$6 \$4.50 \$6 |
| Little Giant..... | 30.10.40.50% |
| Nos..... | 305 310 312 320 322 |
| Each..... | \$35 \$48 \$44 \$73 \$68 |
| Woodruff's..... | 7 doz. 40.60% |
| Nos..... | 100 150 |
| Each..... | \$15 \$18 |
| Heef Shavers (Enterprise)..... | 25.30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25.30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Comic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |
| f. o. b. New York or Chicago..... | |

Melting Ladles

| | |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40% |
| Sargent's..... | 60.60.10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30.10% |
| Seavey's, 7 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. 340 to 400..... | 30% |
| Nos. 50 and 60..... | 55% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

| | |
|--|-----------|
| WIRE AND CUT NAILS— | |
| See Review of the Markets for Quotations. | |
| Wire nails and brads, Papered A. S. M. list. | |
| July, 1899..... | 85.85.10% |

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60.10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|-------------------------------------|---------|
| 'Gem,' 1/2 gross lots, 7 gross..... | \$21.00 |
| 'less quantity, 7 dozen..... | 2.00 |

Nail Pullers

| | |
|--|-------------|
| Ajax, 5 lbs., 7 dozen, net..... | \$7.50 |
| Black Hawk, 7 dozen..... | 9.00 |
| Cyclops..... | 50.10.4.60% |
| Cronk's, 7 dozen, net..... | \$12.00 |
| Eureka, No. 74, 7 doz., net..... | \$3.50 |
| Eureka, No. 75, 7 doz., net..... | \$5.00 |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$16.50..... | |
| No. 2, \$15.00..... | 30.5% |
| Lightning, 7 doz., \$18.00..... | 20% |
| Morris No. 1, list \$20.00..... | 50% |
| National, 7 doz., \$24.00..... | 10% |
| Pellican, 7 doz., \$9.00..... | 40.40.10% |
| Kellic Hardware Co., No. 1, \$18.00..... | 50.10% |

Nail Sets

| | |
|----------------------------------|-----------|
| Hunters, Cup Point, knurled..... | \$10.00 |
| Hunters, Cup Point, plain..... | 9.00 |
| Octagon..... | 4.00.4.75 |
| Round, assorted..... | 3.00.3.25 |
| Square..... | 4.00.4.25 |
| Snell's: | |
| Octagon, 7 gro..... | 55 |
| Corrugated..... | 55 |
| Knurled..... | 60.70% |

Nippers

| | |
|-------------------------|-----|
| Acme..... | 50% |
| Nettleton Mfg. Co.: | |
| Reversible Cutting..... | 40% |
| Smith's cutting..... | 50% |

IRON PLANES—

| | |
|----------------------------|-----------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 60&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | |
| Bailey's | 40% |
| Miscellaneous | 55% |

PLANE IRONS—

| | |
|----------------------|--------------------------|
| Buck Bros. | 30% |
| Butcher's | \$5.00 to \$25.00 to \$2 |
| C. E. Jennings & Co. | 16%&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 20&5&25% |

Pliers

| | |
|--------------------------|-----------|
| Button | 75&10&75% |
| Cronk & Carrier: | |
| Pliers | |
| No. 1 | 60&10% |
| " 20, net | \$8.25 |
| " 40 | 75&10% |
| " 50 | 80% |
| " 65 | 40&10% |
| " 70 | 50% |
| " 80 | 60&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers | 66% |
| Smith's Side Cutting | 25% |

Plo Bolts

| | |
|------------|--|
| See Bolts. | |
|------------|--|

Plumb Bobs

| | |
|---------------------|-----|
| Keuffel & Esser Co. | 33% |
|---------------------|-----|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davis' | |
| Inclinometers | 20% |
| Iron Levels | 25&10% |
| Diston's | 70% |
| Machinists' | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Poachers

| | |
|-------------------|--|
| See Egg Poachers. | |
|-------------------|--|

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|--------------------------------------|--------|
| Prestoline Liquid, new list | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 8 oz boxes | |
| 1/2 doz. | \$5.00 |
| 1/2 gross | 4.50 |
| 1/2 pound boxes, 1/2 dozen | 1.25 |
| 1 pound boxes, 1/2 dozen | 2.25 |
| U. S. Liquid, 8 oz cans, 1/2 dozen | 1.25 |
| 1/2 gross | 12.00 |
| Barkeeper's Friend Metal Polish | |
| 1/2 dozen | 1.75 |
| 1/2 gross | 18.00 |

Polish, Stove

| | |
|--|------|
| Black Eagle benzine paste, 5 lb cans, | |
| 1 lb. | 10c |
| Black Eagle, liquid, 10 oz. cans, | |
| 1/2 doz. | 75c |
| Black Jack paste, 1/2 lb cans, 1/2 gross | 9.00 |
| Black Kid paste, 1/2 lb can, each | 65c |
| Ladd's Black Beauty, 1/2 gross, \$10.00 | 50% |
| Joseph Dixon's, 1/2 gross, \$5.75 | 10% |
| Dixon's Plumbago, 1/2 lb. | 8c |
| Firestone, 1/2 gross, \$4.50 | 2.50 |
| Gem, 1/2 gross, \$4.50 | 3.50 |
| Japanese, 1/2 gross | 3.50 |
| Jet black, per gross | 8.50 |
| Peerless Iron enamel, 10 oz. cans, 1/2 doz | 1.50 |
| Warrant | |
| Black silk, 1 lb. pall, each | 70c |
| Black silk, 1/2 lb. box, 1/2 doz. | 1.00 |
| Black silk, 1/2 oz box, 1/2 doz. | 75c |
| Black silk, 1/2 pint liquid, 1/2 doz. | 1.00 |

Poppers, Corn

| | | |
|-----------|---------|--------|
| Square | 1/2 Doz | \$4.00 |
| 1 qt. | | \$9.00 |
| 1 1/2 qt. | | 11.00 |
| 2 qt. | | 13.50 |

Post Hole Diggers

| | |
|--|----------------------|
| Avery's | 60% |
| Diston's Samson Digger, 1/2 doz, \$24. | 25% |
| Kohler's | |
| Little Giant | 1/2 doz, net \$12.00 |
| Hercules | " " 9.50 |
| Invincible | " " 9.00 |
| Pioneer | " " 7.25 |
| Universal | " " 13.00 |
| New Champion | " " 5.00 |
| Rival | " " 5.00 |
| Ryan's | 1/2 doz., \$20.00 |
| Iwan's | 1/2 doz., \$20.00 |
| Split handle | net \$6.75 to \$7.00 |
| Perfection | 7.25 to 7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | 1/2 doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vanhan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|--------------|
| Hoe Down Hooks | 75&10&25% |
| Hop Hooks | 60&10&2 1/2% |
| Potato Hooks | 70 |

Powder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Presses

| | |
|------------------------------|--|
| See Fruit and Jelly Presses. | |
|------------------------------|--|

Primers

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Pruning Hooks and Shears

| | |
|--|--------|
| Cronk's Pruning Shears, all styles | 33% |
| Diston's Combined Pruning Hook and | |
| Saw, 1/2 doz., \$18.00 | 30% |
| Diston's Pruning Hook, 1/2 doz., \$12.00 | 30% |
| Smith's | |
| Pruning Shears | 60&10% |
| Rockdale Pruners | 30% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's. Pruning Tools | 40% |
| P. S. & W. Co's. Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| Awning | 60&20&10% |
| Axle | 50&10&60% |
| Brass screw | 45&10% |
| Celling | 50&10&60% |
| Clothes line, Japanned | 80% |
| Common Seme | 80% |
| Dumb Water | 60&80&10% |
| Empire Sash Pulley | 80% |

| | |
|---|-----------------|
| Fox all steel | 50% |
| Grand Rapids, " all steel | 50% |
| Hay Fork, swivel eye, 1/2 doz., 4 in., \$5.75 | 55% |
| 6 in., \$6.00 | 55% |
| Hay Fork, Hartz, 1/2 in., 1/2 doz., \$6.00 | 50&10% |
| Hay Fork, 5 in., solid, \$5.70 | 50&10% |
| Hot House | 50&10&50&10&10% |
| Stowell's Anti-Friction, 5 in. wheel | 50% |
| 1/2 doz., \$12.00 | 40% |
| Slide, Anti-Friction | 60% |
| Shade rack | 45% |
| Upright | 50&10&50&10&10% |

Pumps

| | |
|--|-----------|
| Cistern, best grades | 60&60&10% |
| Pitcher Spout, best grades | 75&80% |
| Power Pumps, Myers' | 50% |
| Spray Pumps, Myers' | 50&10% |
| Spray Pumps, Kohler's | |
| Daley, net 1/2 doz. | \$7.50 |
| Mechanical, net 1/2 doz. | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 328, 3 in. Shallow Well | 18.00 |
| Pump | |
| No. 14, Fig. 328, 3 1/2 in. Shallow Well | 15.00 |
| Pump | |
| No. 5, Fig. 307, 3 in. Deep Well | 15.00 |
| Pump | |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well | 17.00 |
| Pump | |
| No. 14, Fig. 621, 3 in. Deep or Shal- | |
| low Well Pump | 15.00 |
| No. 32, Fig. 523, 3 in. Deep Well | 17.00 |
| Pump | |
| No. 56, Fig. 331, 3 in. Shallow Well | 14.00 |
| Pump | |
| No. 59, Fig. 332, 3 1/2 in. Shallow | |
| Well Pump | 17.00 |
| No. 70, Fig. 333, 2 1/2 in. Deep Well | 15.00 |
| Pump | |
| No. 72, Fig. 333, 3 in. Deep Well | 15.00 |
| Pump | |
| No. 102, Fig. 448, 3 in. Lift Pump | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 11.00 |
| No. 123, Fig. 510, 3 1/2 in. Lift Pump | 7.00 |
| No. 225, Fig. 389, Windmill Pump | 15.50 |
| No. 235, Fig. 408, Windmill Pump | 16.00 |
| No. 240, Fig. 406, Regulator Pump | 25.00 |
| No. 302, Fig. 477, Spray Pump, com- | |
| plete | 11.50 |
| No. 330, Fig. 547, Knapsack Spray | |
| Pump | 10.00 |
| Discount 50% f. o. b. Ashland | |
| No. 238, Fig. 513, Low Down Tank | |
| Force Pump, net | 5.00 |
| No. 320, Fig. 492, Bucket Spray | |
| Pump, net | 2.00 |

Punches

| | |
|--------------------------|--------|
| Bemis & Call Co's: | |
| Cast Steel Drive | 50% |
| Morrill's | 50% |
| Niagara Hollow | 45% |
| Niagara Solid | 55% |
| Saddlers' or Drive, good | 60&65% |
| Snell's Thinners | 40&5% |

Rail

| | |
|--|---------------------------|
| Barn Door, Light, Inches | 1/2 3/4 1 1/2 2 1/2 3 1/2 |
| 100 feet | \$1.40 1.35 2.50 |
| Barn Door, "None Better" No. 1, 1/2 ft. | 3.50 |
| Barn Door, "None Better" No. 2, 1/2 ft. | 4c |
| B. D. for N. E. Hangers: | |
| Angular, 1/2 ft., 6c | 70% |
| Double Flange, 1/2 ft., 8c | 70% |
| Cronk's: | |
| O. N. T. style, No. 13 | 2 1/2% |
| Double braced, No. 10 | 2 1/2% |
| Lane's: | |
| O. N. T. 1 in., 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 3.00 |
| O. N. T. 1 1/2 in., net | 4.00 |
| Hinge Hanger, 1 in., 100 ft. | 3.50 |
| 1 1/2 in., 100 ft. | 3.96 |
| Stowell's Wrought steel | 25% |
| Sliding Door, Bronzed Wrought Iron, | |
| 1/2 ft., 1/2 in. | 6 1/2% |
| Sliding Door, Steel, Brass Plated, 1/2 ft., 5 1/2% | |
| Sliding Door, Wrought brass, 1 1/2 in 1/2 | |
| 36c | 25&30% |
| Victor Track Rail, 7c 1/2 ft. | 60&10&2 1/2% |

Rakes, Etc

| | |
|---------------------|------------------------|
| Cronk's: | |
| Malleable | 70&10% |
| New Champion | \$3.75, 4.00, 4.25 net |
| Victor | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn | \$4.00 net |
| Never Break Garden | 75&10% |
| Queen City Lawn | 45% |
| Kohler's: | |
| Lawn Queen, 20 | \$3.15 |
| " 24 | 3.25 |
| Jumbo Lawn, 30 | 5.40 |
| Paragon (wood head) | 2.50 |
| Steel Garden, 10th | 2.40 |
| " 12th | 2.10 |
| " 14th | 2.25 |
| " 16th | 2.40 |

Rasps, Horse

| | |
|--------------------------|-------------|
| Diston's | 75% |
| New Nicholson Horse Rasp | 70&10&75&5% |
| See also Files. | |

Razors

| | |
|------------------------|----------------|
| Electric | List Net |
| Boracic | 60% |
| Fox | 50% |
| J. R. Torrey Razor Co. | 20% |
| Wostenholm & Butcher | \$10.00 to \$2 |

Razor Hones

| | |
|------------------------------------|-------------|
| Pike Mfg. Co. | |
| Belgian German and Swat, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

| | |
|--------------------------------------|-----------|
| HOT AIR | |
| New list, July 1, 1905: | |
| Black Japanned, White Japanned, | |
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated | 70&20&10% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwan's Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|------------------------------------|--------|
| Bishops' | |
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |

Rings

| | |
|-------------------------|--|
| See Bull and Hog Rings. | |
|-------------------------|--|

Rivets and Burrs

| | |
|-----------------|----------|
| COPPER— | |
| Belt with Burrs | 45&45&5% |
| Hose with Burrs | 45&45&5% |

IRON OR STEEL—

| | |
|-------------------------|----------|
| New list, Jan. 8, 1904. | |
| Thinners | 75&75&5% |
| Miscellaneous | 75&75&5% |

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | | | | | |
|-----------|-----|-----|-----|-----|-----|
| Cronk's: | 50 | 55 | 56 | 60 | 65 |
| No. | 30c | 30c | 75c | 75c | 75c |
| 1/2 Dozen | | | | | |

Rope

| | |
|-------------------------|---------|
| Cotton Rope: | |
| Best 1/2 in. and larger | 1/2 Lb |
| Medium | 14 1/2% |
| 1/2 in. and larger | 50% |
| Common | 10 1/2% |
| Jute Rope: | |
| A grade | 6 1/2% |
| C grade | 5 1/2% |
| Manilla Pure: | |
| 1/2 in. and larger | 12 1/2% |
| 1/2 in. | 13c |
| 3/4 and 5-16 | 18 1/2% |
| Sisal, Pure: | |
| 7-16 in. and larger | 10c |
| 1/2 in. | 10 1/2% |
| 3/4 and 5-16 in. | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|--------------------------|-----------------|
| Athol, Steel | 33 1/2% |
| Boxwood | 60&10&60&10&10% |
| Iron | 35&10&35&10&5% |
| Kenfel & Esser Co.: | |
| Folding, wood | 35&10% |
| steel | 35&10% |
| Lufkin's: | |
| steel | 50&10% |
| Lumber | 80% |
| Miscellaneous, Stanley's | 60% |

Sad Irons

| | |
|------------------------------------|--------|
| DOVER ASBESTOS— | |
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Sleeve | 50% |
| Tourist | 50% |
| Toy | 50% |
| Blacklock: | |
| Plain black in cases, 100 lbs | \$2.75 |
| Bronze finished in cases, 100 lbs | 3.15 |
| Aluminum finish, in cases, 100 lbs | 2.95 |
| Full nickel, in cases, 100 lbs | 3.75 |

COLD HANDLED—

| | |
|----------------------------|---------|
| Enterprise Mfg. Co. of Pa. | 20&5&5% |
|----------------------------|---------|

Safety Fuse

| | |
|-----------|--|
| See Fuse. | |
|-----------|--|

Safety Lifts

| | |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70&10&10% |
|----------------------|-----------|

Sand and Emery Paper and Cloth

| | |
|-------------------------------|-----------|
| Baeder, Adamson & Co's. list: | |
| Emery cloth | 60&60&10% |
| Garnet paper | 25% |
| Flint and emery paper | 60&60&10% |

Sash Balances

| | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pullman | 50&10&60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|---------------------|-----------|
| Competition | 50&10% |
| Glant | 40% |
| March B. C. Co. | 70% |
| Pullman bronze | 70&10&10% |
| Pullman cop steel | 70&10&10% |
| Royal metal | 65&5% |
| Steel B. C. Co. | 70&10% |
| Steel, copperplated | 70% |
| Victor bronze | 70% |
| Victor steel | 75% |

Sash Cord & Weight Fastener

| | |
|------|-----|
| Ives | 40% |
|------|-----|

Sash Cord

| | |
|-----------------------------|------------|
| Cable Laid Italian, 1/2 lb. | 16&18c |
| Cable Laid Russia, 1/2 lb. | 15c |
| Common India, 1/2 lb. | 10&10&10% |
| Patent Russia, 1/2 lb. | 14c |
| Patent India, 1/2 lb. | 12 1/2&13c |

Sash Fasteners

| | |
|--------------------------|---------|
| Imperial | 33 1/2% |
| Sash rollers | 70% |
| Ives casement fasteners | 40% |
| Champion | 50% |
| Monitor, steel | 25% |
| Shutter sheaves | 60% |
| Window screen sash lifts | 62% |

Sash Locks

| | |
|---|------|
| Ives | 4 |
| Sash Cord | |
| Cable Laid Italian, $\frac{7}{8}$ lb..... | 16@1 |
| Cable Laid Russia, $\frac{7}{8}$ lb..... | 1 |
| Champion India, 3 lb..... | 10@1 |

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American Fork & Hoe Co., Cleveland, O.
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Reed Mfg. Co., Newark, N. Y.
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- Belting**
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Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Bench Shears**
Chandler & Farquhar, Boston
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National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.
- Butchers' Scales**
John Chatillon & Sons, New York
- Butchers' Tools**
John Stortz & Son, Philadelphia, Pa.
- Butchers' Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Butts, Door**
Rommel Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
- Butts, Spring**
Rommel Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Cabinets, Bolt**
J. D. Warren Mfg. Co., Chicago, Ill.
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J. D. Warren Mfg. Co., Chicago, Ill.
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Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
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Fond du Lac Awning & Tent Co., Fond du Lac, Wis.
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John H. Graham & Co., New York
A. F. Meiselbach & Bro., Newark, N. J.
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Holt-Lyon Co., Tarrytown, N. Y.
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Columbus Bolt Works, Columbus, O.
- Carriage Top Dressing**
Frank Miller Co., New York
- Carriers, Hay**
F. E. Myers & Bro., Ashland, Ohio
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J. D. Warren Mfg. Co., Chicago, Ill.
- Cases (Screw & Bolt)**
J. D. Warren Mfg. Co., Chicago, Ill.
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- Chain Hoist**
Jos. F. McCoy Co., New York.
- Chain Pump Buckets**
Henry C. Freshour, Bridgeport, Conn.
- Chains**
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Onida Community, Onida, N. Y.
- Chains, Cow**
Covert Mfg. Co., Troy, N. Y.
Onida Community, Kenwood, N. Y.
- Chains, Halter**
Onida Community, Ltd., Kenwood, N. Y.
- Chains, Sash**
Onida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Chair Seats**
Eureka Chair Seat Co., Syracuse, N. Y.
- Checks, Brass**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Cherry Stoners**
Enterprise Mfg. Co. of Pa., Phila.
- Chisels**
L. & I. J. White Co., Buffalo, N. Y.
- Chisels, Cold**
John Stortz & Son, Philadelphia, Pa.
- Chisels, Firmer**
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.
- Clamps**
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clamps, Rug and Carpet**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Cleavers**
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.
- Clippers**
Coates Clipper Mfg. Co., Worcester, Mass.
- Clippers, Horse and Barbers'**
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York
- Clocks, Alarm**
Western Clock Mfg. Co., La Salle, Ill.
- Closet Pulls**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Clothes Bars**
A. J. Phillips Co., Fenton, Mich.
- Clothes Driers**
C. A. Chapman, Geneva, N. Y.
- Coach Oil**
Snowflake Axle Grease Co., Fitchburg, Mass.
- Coat Hanger (Folding)**
Leader Mfg. Co., Hartford, Conn.
- Coat, Hat and Ceiling Hooks**
John H. Graham & Co., New York
- Coffee and Spice Mills**
Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.
- Coil Springs (Door)**
Pullman Mfg. Co., Rochester, N. Y.
- Coke Forks**
Geneva Tool Co., Geneva, O.
- Conductor Pipe**
Am'can Steel Roofing Co., Middletown,
- Contractors' Asphalt Tools**
John Stortz & Sons, Philadelphia, Pa.
- Cooking Utensils (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Coopers Tools**
L. & I. J. White Co., Buffalo, N. Y.
- Cork Pullers**
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.
- Corkscrews**
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York
- Corn Hooks**
Geneva Tool Co., Geneva, O.
- Corn Poppers**
C. A. Chapman, Geneva, N. Y.
- Corundum Wheels**
Pike Mfg. Co., Pike, N. H.
- Cotton Hoes**
Geneva Tool Co., Geneva, O.
- Counterfelt Detectors**
Pelouze Scale & Mfg. Co., Chicago
- Counters, Hardware**
J. D. Warren Mfg. Co., Chicago, Ill.
- Counters, Nail Bin**
J. D. Warren Mfg. Co., Chicago, Ill.
- Counters (Nail)**
J. D. Warren Mfg. Co., Chicago, Ill.
- Countersinks**
C. E. Jennings & Co., New York
- Cover Lifters, Stove**
Fanner Mfg. Co., Cleveland, O.
- Crayons**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Cupboard Catches**
Champion Safety Lock Co., Geneva, O.
- Cupboard Turns**
Champion Safety Lock Co., Geneva, O.
- Curled Hair**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Curry Combs**
John H. Graham & Co., New York
- Cuspadors**
Buffalo Mfg. Co., Buffalo, N. Y.
- Cutlery, Pocket**
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England
- Cutlery, Table**
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England
- Cut Nails**
Fuller Bros. & Co., New York
- Cutters, Rod**
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Cutters, Wire**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Cutting Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Dampers**
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.
- Dies, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Display Racks**
Piqua Bracket Co., Piqua, Ohio.
- Dogs Collars and Muzzles**
Alfred Field & Co., New York
- Door Holders**
Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.
- Door Checks and Springs**
Caldwell Mfg. Co., Rochester, N. Y.

- Drain Cleaners**
Iwan Bros., Streator, Ill.
- Drawers, Hardware**
J. D. Warren Mfg. Co., Chicago, Ill.
- Drawer Pulls**
Champion Safety Lock Co., Geneva, O.
- Drawing Instruments**
Kuffel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starratt Co., Athol, Mass.
- Drawing Knives**
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.
- Drills, Bench**
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)
- Dry Goods Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Dumb Waiters**
Kimball Bros. Co., Council Bluffs, Iowa
- Dye House Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Ears, Knobs and Handles**
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co., Buffalo, N. Y.
- Egg Beaters (Dover)**
Bolt Lyon Co., Tarrytown, N. Y.
- Egg Whips**
C. A. Chapman, Geneva, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Elevator Enclosures and Bars**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Enamel Ware (Turquoise)**
Reed Mfg. Co., Newark, N. Y.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago
- Export Agents**
John H. Graham & Co., New York
- Fans (Ventilating, Ceiling)**
D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**
New Jersey Wire Cloth Co., Trenton
and New York
- Farming Tools**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Faucets, Wood**
John Sommer's Son, Newark, N. J.
- Fences (Steel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.
- Filters, Water**
N. A. Watson, Erie, Pa.
- Fire Arms**
Alfred Field & Co., New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Fireplace Fixtures**
Rostand Mfg. Co., Milford, Conn.
- Fire Pots**
Clayton & Lambert Mfg. Co., Detroit, Mich.
- Fishing Tackle**
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Flintstone Enamel Steel Ware**
Reed Mfg. Co., Newark, N. Y.
- Floor Plates**
American Tube and Stamping Co., Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
The Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Naahua, N. H.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Lid**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Ware**
Reed Mfg. Co., Newark, N. Y.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleveland, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Grade Finders**
Edward Helb, Railroad, Pa.
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grinders (Lawn Mower)**
Root Bros. Co., Plymouth, Ohio.
- Gummers, Saw**
Henry Disston & Sons, Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls, New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Cabinets**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Cases**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Shelving**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Iwan Bros., Streator, Ill.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleveland, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Frazer Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Frazer Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Haps and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoist (Chain)**
Jos. F. McCoy Co., New York.
- Holisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Hoof Oil**
Frazer Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Naahua, N. H.
- Horse Nails**
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Holders, Pillow Sham and Dust Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Ice Balances**
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
The Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
John Stortz & Son, Phila., Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Injectors**
N. A. Watson, Erie, Pa.
- Injectors, Excelsior**
N. A. Watson, Erie, Pa.
- Ironing Boards**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Ironing Boards (Auxiliary)**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago, Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Kitchen Cutlery**
Lamson & Goddow Mfg. Co., Shelburne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mower Grinders**
Root Bros. Co., Plymouth, Ohio.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
Leader Mfg. Co., Hartford, Ct.
John Sommer's Son, Newark, N. J.
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleveland, Ohio.
- Levels**
Edward Helb, Railroad, Pa.
Stanley Rule & Level Co., New York
L. S. Starratt Co., Athol, Mass.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Lighting Systems**
American Gas Machine Co., Albert Lea, Minn.
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks and Knobs**
John H. Graham & Co., New York
- Lubricants**
Jos. Dixon Crucible Co., New York and Jersey City, N. J.
- Lubricators**
Geo. W. Cole Co., New York, N. Y.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Rochester, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City, New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

- Measuring Tapes**
Alfred Field & Co., New York
John H. Graham & Co., New York
Kenfel & Esser, New York
- Meat Choppers**
John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
- Meat Cutters**
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
- Mills, Coffee and Spice**
John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.
- Mills, Drug**
Enterprise Mfg. Co. of Pa., Phila.
- Mincing Knives**
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
- Molasses Gates**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Mop Wringers**
The Dana Mfg. Co., Cincinnati, O.
- Mowing Machine Oilers**
American Tube & Stamping Co., Bridgeport, Conn.
- Nails**
Fuller Bros. & Co., N. Y.
- Nail Sets**
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.
- Needles**
Alfred Field & Co., New York
- Nippers**
Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.
- Numbering Machines**
Cushman & Denison, New York
- Nuts**
Columbus Bolt Works, Columbus, O.
- Office Railings**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Oilers**
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
- Oil Stones**
Pike Mfg. Co., Pike, N. H.
- Oil Stoves**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Ornamental Iron Work**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Ox Yoke and Bows**
Am. Fork & Hoe Co. Cleveland, O.
- Packing Rubber**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Padlocks**
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Paints**
Joe. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.
- Paint Specialties**
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.
- Paper Boxes**
National Metal Edge Box Co., Philadelphia, Pa.
- Paper Clips**
Cushman & Denison, New York
- Paving Tools**
John Storitz & Sons, Phila., Pa.
- Patents**
Davis & Davis, New York
- Pencils**
Joe. Dixon Crucible Co., Jersey City, N. J.
- Pipe Cutters**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.
- Pipe Fittings**
Walworth Mfg. Co., Boston, Mass.
- Pipe Straps**
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.
- Pipe Threading Machines**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Pipe Vises**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Pipe, Wrought**
Walworth Mfg. Co., Boston, Mass.
- Pistols**
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Planes**
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York
- Planters' Hoes**
Geneva Tool Co., Geneva, O.
- Plated Ware**
Alfred Field & Co., New York
- Plates, Machinery**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Pliers, Fencing**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
- Plumbers' Supplies**
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery**
John Chatillon & Sons, New York
Alfred Field & Co., New York
- Pocket Knife Tool Kit**
U. J. Ulery, New York, N. Y.
- Pollah, Stove**
Joe. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Pollah Co., Chicago, Ill.
- Polishes, Liquid**
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Polishes, Paste**
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Postal Scales**
Pelouze Scale & Mfg. Co., Chicago, Ill.
- Post Hole Augers**
Iwan Bros., Streator, Ill.
- Post Hole Diggers**
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
- Potato Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Poultry Netting**
New Jersey Wire Cloth Co., New York
Trenton, Chicago, San Francisco.
- Printers' Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Pruning Shears**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Pulleys, Hoisting**
F. E. Myers & Bro., Ashland, Ohio
- Pulleys (Norris)**
Frank B. Sloan & Co., Baltimore, Md.
- Pulleys (Sash)**
Frank B. Sloan & Co., Baltimore, Md.
- Pumps**
F. E. Myers & Bro., Ashland, Ohio.
- Punches**
Chandler & Farquhar, Boston
- Punches, Spring**
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Push Plates**
Champion Safety Lock Co., Geneva, O.
- Railings, Wire and Iron**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Rail, Barn Door**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinley Mfg. Co., Allegheny, Pa.
- Railroad Brasses**
Magnolia Metal Co., New York
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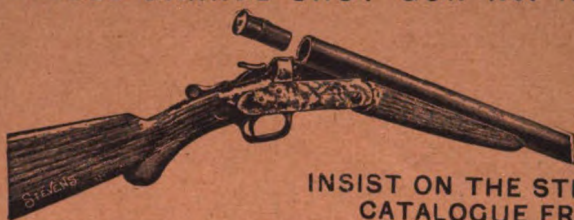
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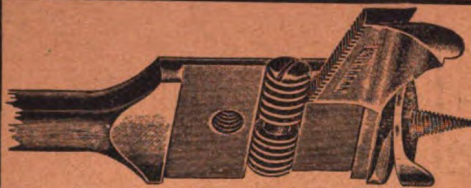
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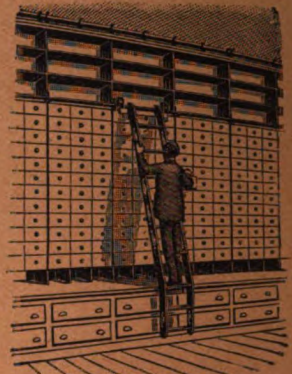
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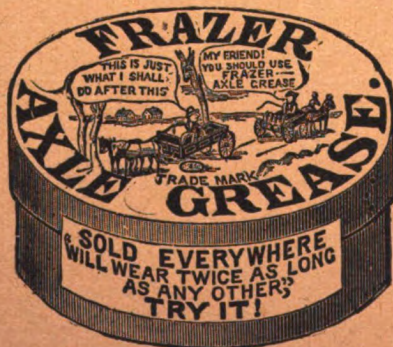
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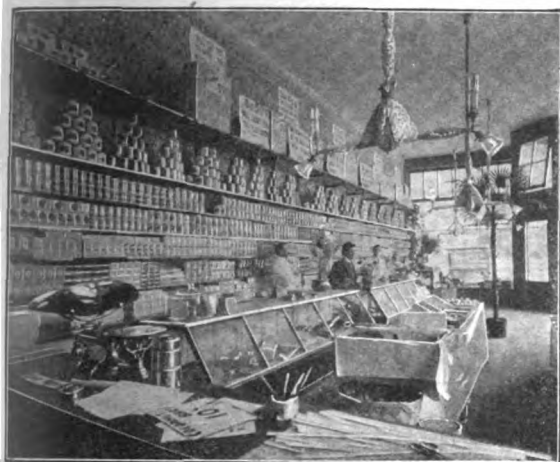
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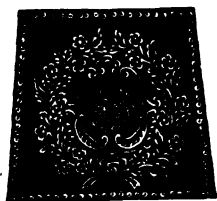
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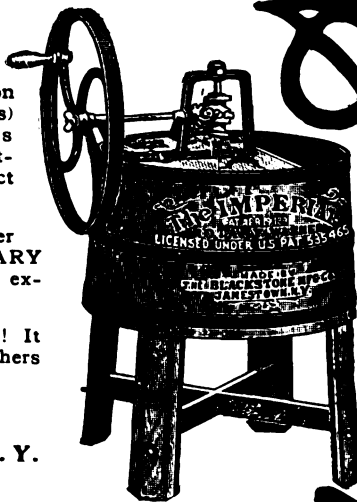
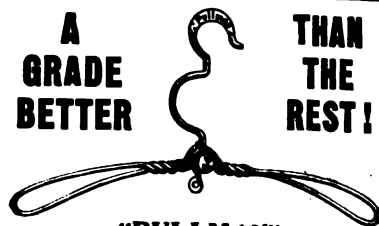
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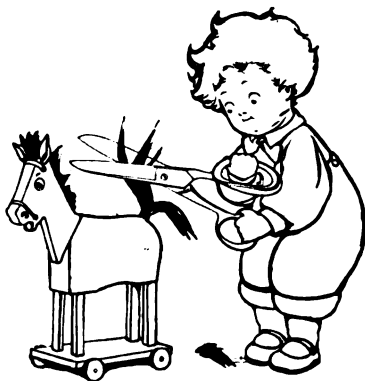
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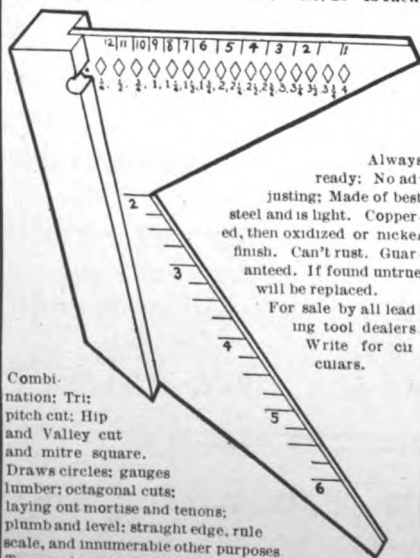
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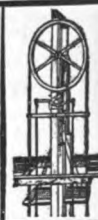
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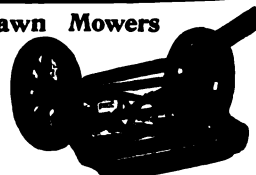
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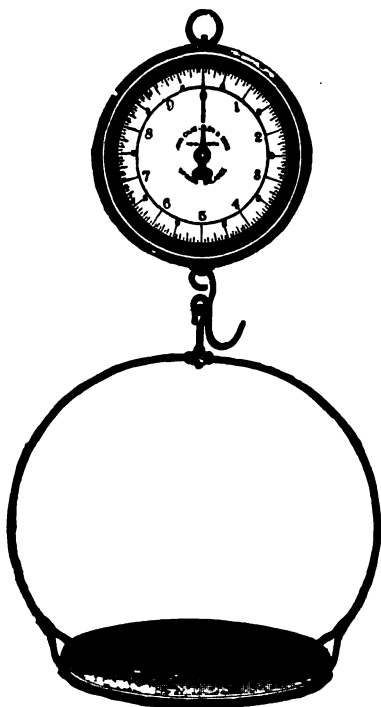
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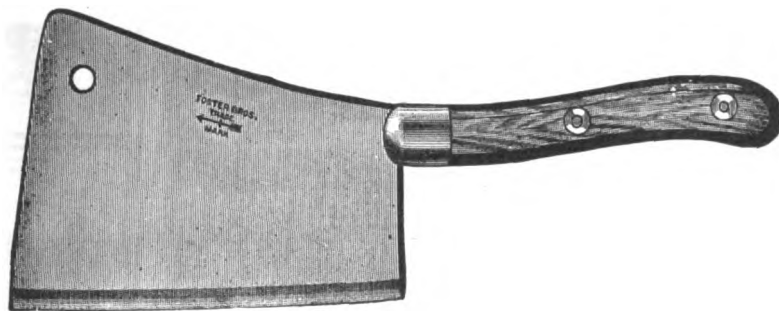


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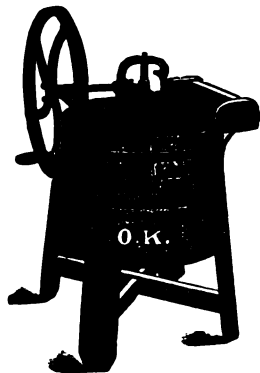


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Has had neither equals nor superiors in the manufacture of

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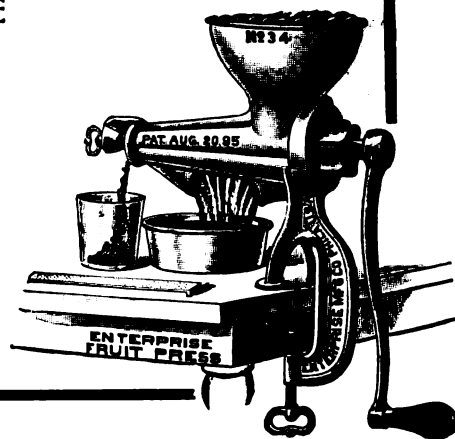
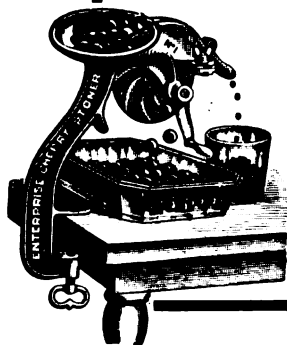
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for that very reason.

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tells of our complete line. Don't delay
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YOU WILL NEED THEM SOON. They are as staple as Hay Forks nowadays. The farmer that does not use them will not wait long to buy when he sees how useful they are.

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and sell them at a far more profitable figure to you than you could buy them elsewhere.

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A little of it goes a great ways. It's the Grease with long life. Twenty years on the market has proven it a swift seller.

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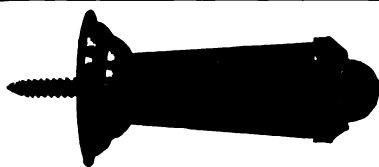


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with an Armstrong Pipe Threading and Cutting Machine; can cut and thread pipe without assistance much easier than two men with stocks and dies and cutters. Armstrong Machines are strongly built, compact, light, powerful, rapid and absolutely accurate. All sizes up to 6 ins. It will pay you to investigate their merits and advantages. Write for complete catalogue and dealers' prices. : : : :

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The Champion Metal Base Knobs NEVER BREAK

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Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by THE CHAMPION SAFETY LOCK CO., Geneva, O.

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Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

The Warren System

IS THE "ALWAYS
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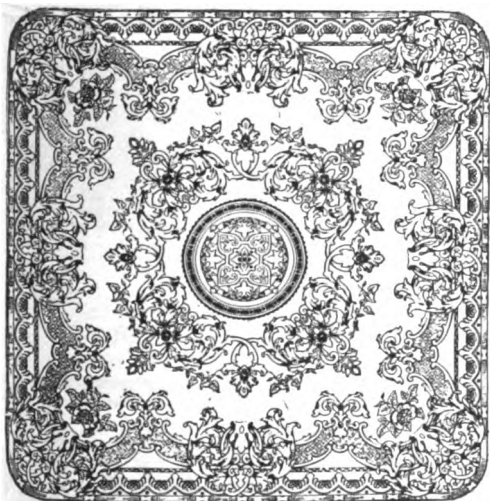
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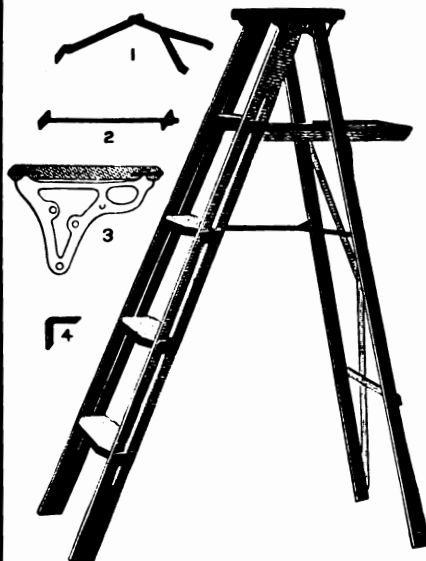


Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

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A Step Ladder That Will Not Walk Is a New Addition to Udell Ladders



This "Unique" ladder is the latest and best ladder that has ever been offered to the trade. The enormous sales made each day prove that it is taking preference over all others on the market.

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YOU NEED IT.

THE UDELL WORKS
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The point for you to remember about the

FAULTLESS Pivot Bearing CASTER



is the turning point—

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— **THERE** —

"The Faultless" never refuses to turn, because it is supplied with Faultless Patent Steel Spring Sockets.

The Faultless is interchangeable; will fit six different sizes of wood bed sockets.

The Faultless received the highest award at the World's Fair, 1904, over all other casters.

It never refuses to turn itself into dollars and cents. Try a sample lot.

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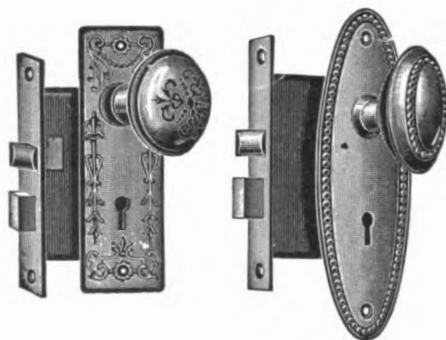


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You will appreciate a copy of our catalogue. It gives full particulars and prices on our

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The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

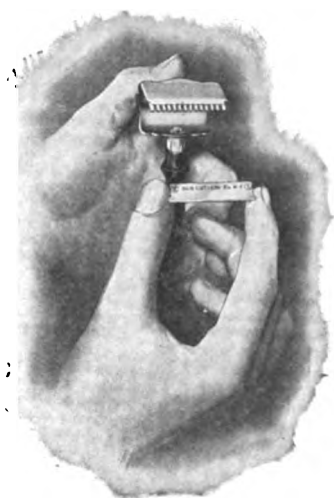
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"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of

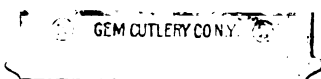
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TRENTON, 117 and 119 Liberty Street, 171 and 173 Lake Street, 25 and 27 Freemont Street,
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The Zinn Automatic Razor is unique. It is "The Razor with the always Keen Blades"---twenty-four of them---so thin that 200 of them are only an inch thick! Hard enough to cut glass---sharp enough for the toughest whiskers---uninjurious to the tenderest skin.



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He will buy a Zinn Razor.

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No Stropping!
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faction!
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✓✓✓
Two Parts
Only---
Holder and
Blade.
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Then---display Zinn---talk Zinn---and the Zinn will talk for you.
One pleased customer begets another.

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Cutlery
Co.,**

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the Spring Trade?



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Complete Line

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**Cement
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Paviors
and Con-
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Tools.**

Low Prices.

Steel Chests

All sizes, complete with tools, for
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Machinists' and pipe fitters' empty
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Agents for Steel Tool Chests.

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Strong, compact and well
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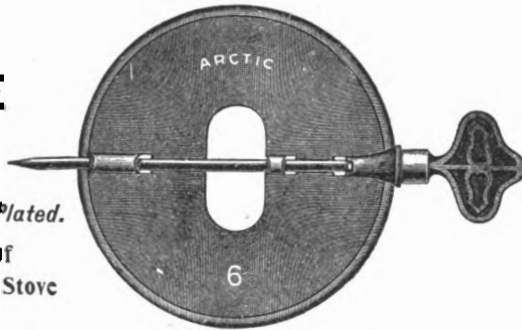
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ARCTIC STOVE PIPE DAMPER.

Handle Polished and Nickel Plated.

Ask for our Catalogue of
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Take off your hat to "The Myers!"
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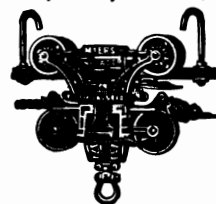


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GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS

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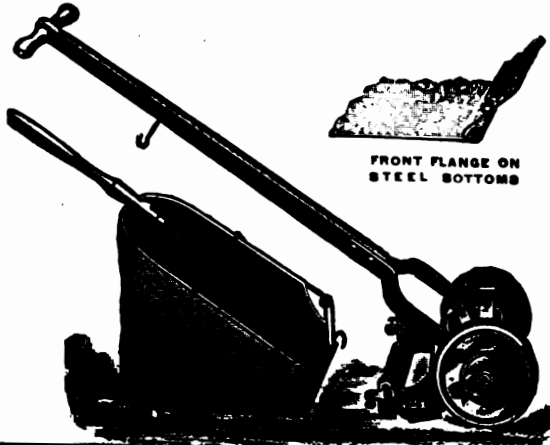
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Hanger.



Flexible.

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FRONT FLANGE ON
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are now made with

Galvanized Steel Bottoms

having adjustable Front
Flange, as well as with regular
duck bottoms. Made in two
sizes, which fit any size or
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guaranteed to give entire satis-
faction.

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One Foot for Matting Tacks
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If you missed your share of
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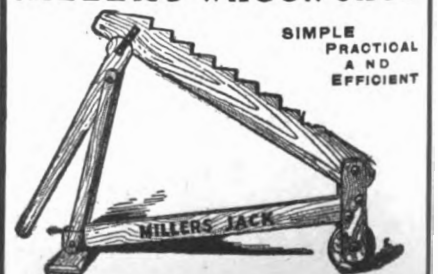
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If not handled by your Jobber we will supply
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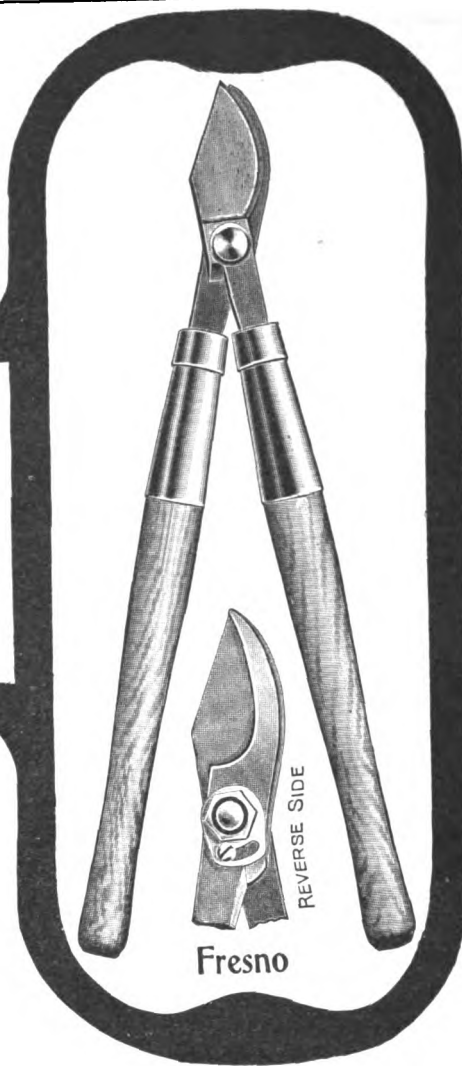
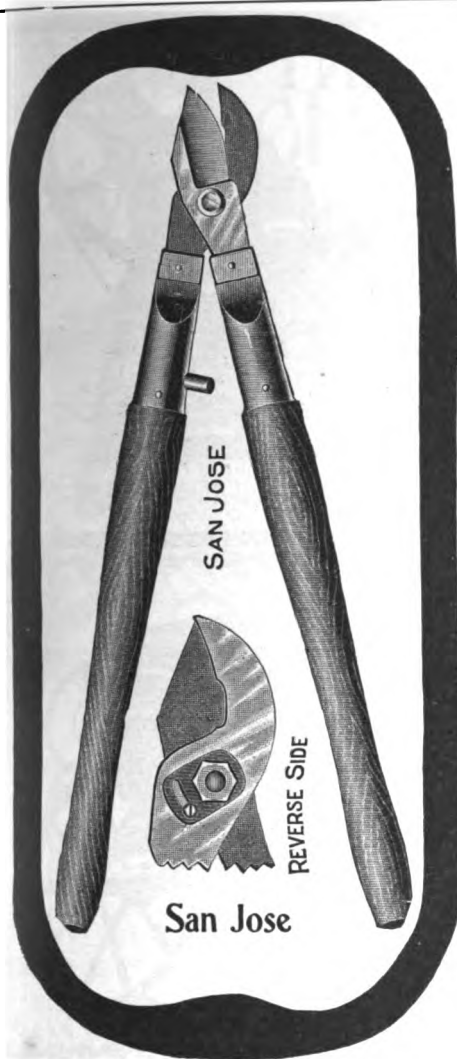
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Write for

1906

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**Barbers', Toilet,
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Prices quoted on request.

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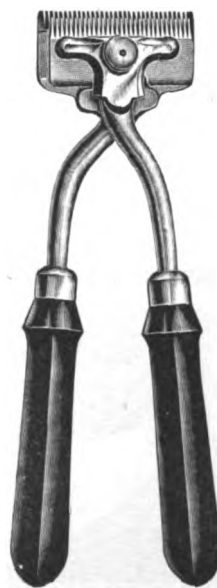
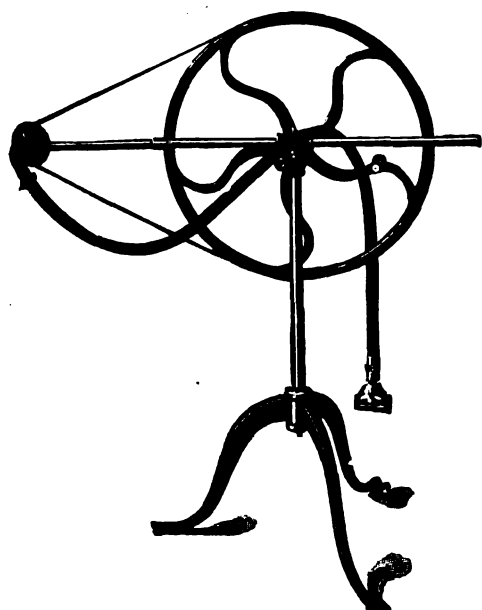
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Will rule within the breast of the Repair Man or Blacksmith who does not possess an

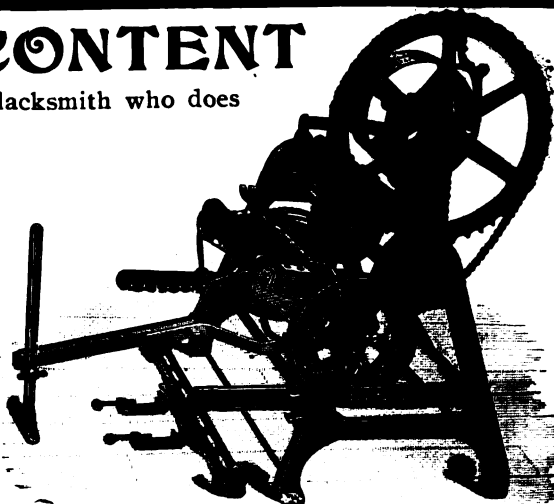
IDEAL LAWMOWER GRINDER

if he sees his rival operating one of the machines.

The IDEAL will pay for itself—has done so in many cases—within a fortnight, and then there is clear sailing, for the reward that will come will be in the shape of cash easily earned. And really a man would rather give a dollar to have his lawnmower sharpened right—every blade keen and at the right angle—than 50 cents and have it wrong, as it almost surely will be if sharpened by hand. Why remain a back number? Why not join the procession and obtain one of these machines THIS SEASON?

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If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE . . .

Champions, the

All Kinds of Wood and Steel Barrows. **World's Best.**

THE BRYAN MFG. CO., BRYAN, OHIO, U. S. A.



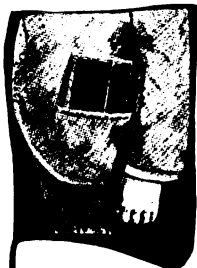
Automobile Cycle Skate



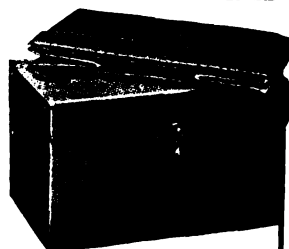
Our newest model. One size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail \$10.00 per pair. With 4-in. wheel, \$7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York



The
"IDEAL"
Folding
Lunch Box



Insect--Dust--Water Proof
Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.

2 sizes: 8x5x4 3/4 and 7 1/2 x 4 1/4 x 4 1/2

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,
Rochester, N. Y.

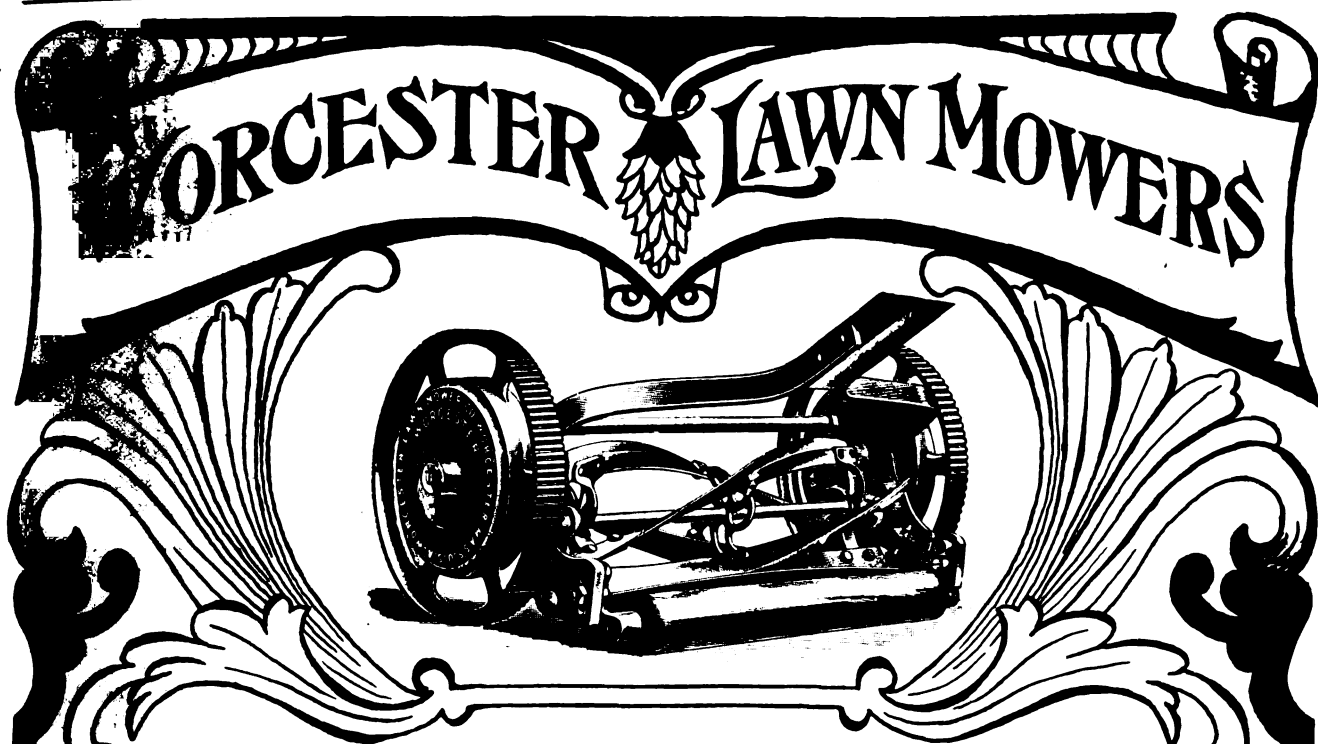
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THEY HOLD AN EDGE --- NO HARD OR SOFT SPOTS

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So much praise from our long list of customers—including the largest Jobbers—for making the most quickly selling and all-around satisfactory line of Lawn Mowers, that we want you to see them as they are—in colors—in our new catalogue just out, showing our complete line.

Get it to-day. It'll convince you quicker than a wink that ours is a handsome line of Mowers, with handsome profits for the dealer.

"Worcester," "Highland," "Homestead," "Green Mountain," "New England"—and the rest.

If you have never sold any of them, now's the time for a sample order.

WORCESTER LAWN MOWER CO., Worcester, Mass.

J. C. McCARTY & CO., 10 Warren St., New York City.
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Manufacturers of . . .

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"Giant," "Red Metal"

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Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

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CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swodoh" Steel,

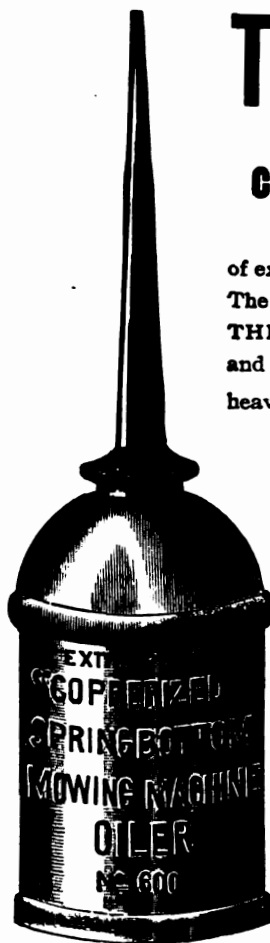
Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Willmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



THE HEART OF THE MATTER

In this Nipper is the Double Jaw with four blades instead of two. Adjustable—reversible—interchangeable—equal to two pairs of any other kind. Five sizes: 6 in., 8 in., 10 in., 12 in., 14 in.

The NETTLETON REVERSIBLE NIPPER

Is acknowledged the strongest and handiest Nipper on the market. Sell? We never saw the beat of it!

If you want to please your Nipper using friends, put in the Nettleton. It'll talk for you and sell itself.

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS STREET, NEW YORK
Factory: MIDDLETOWN, CONN.

Address all correspondence pertaining to sales to N. Y. Office.



HARDWARE

Virginia Implement & Hardware Co., South Boston, Va., have decided to add to their stock a full line of Hardware and kindred goods, and would be pleased to hear from our advertisers with catalogues and price lists of all goods pertaining to a general line of Hardware.

In the year 1905 the Bureau of Buildings in New York City authorized the construction of buildings aggregating in cost \$266,000,000, whereas the largest total in any previous year was \$166,000,000. The number of buildings completed in New York in 1905 was 18,400, as compared with 15,500 in 1904. Unusual activity prevailed in the building trades of the other large cities.

CHANGES IN TRADE LOCATIONS.

As usual at this time of the year a number of changes have taken place in the location of stores in the Hardware trade, among which we note the following, in addition to those already noticed in our columns: Hardware Board of Trade have removed from No. 4 Warren Street to the Graham Building, corner of Duane & Church Streets, they having taken quarters on the eighth floor. Columbian Hardware Co. have removed from No. 14 Warren Street to 168 Church Street, between Chambers & Reade Streets. They have taken the first, second and third lofts of that building. The offices will be located in the first, and the other floors will be used for storing stock. Arthur G. Sherman, who has always had his office with the Columbian Hardware Co., will likewise be with them at the above address. Mr. Sherman, it will be remembered, represents the Ames Shovel & Tool Co. (The Wright Shovel Co. plant at Richmond, Ind.) and the Pullman Mfg. Co., Rochester, N. Y. Charles J. Godfrey, fishing tackle and sporting goods, has removed from No. 4 Warren Street to No. 111 Chambers Street. J. Curley & Brother, cutlery, etc., No. 6 Warren Street, have removed to No. 318 Broadway, corner of Pearl Street. Empire Rubber Works, No. 88 Reade Street to No. 148 Chambers Street. Stanley & Patterson, electrical goods, from No. 40 Cortlandt Street to No. 23 Murray Street, and the Western Electric Co. from No. 22 Thames Street to No. 17 Murray Street.

THE IOWA RETAIL HARDWARE ASSOCIATION.

Secretary A. R. Sale urges the Hardware dealers of Iowa to fall into line and become members of the Iowa Retail Hardware Association, which by the time of the next State and National meetings he confidently expects to see outrank every other Hardware Association in numbers and strength of organization. What he wants now, he says, "is 400 new names on our list of membership to take up the work of our own and the National Association." He is making great advances in various lines of association work, but he says they need the backing of a larger number of loyal and earnest Hardware people. In calling attention to the Insurance Department, which is so rapidly developing in conjunction with the other Hardware Mutuals, he says that it is now able to carry the whole risk of the dealer, saving him from 25 to 45 per cent. of his insurance expenses, the Insurance Department now carrying over \$1,000,000 worth of insurance, which will be increased to \$2,000,000 by the time of another annual report. They have saved in cash more than \$5,000 to their policy holders, settled 14 claims for loss and damage, and have a cash balance on hand of more than \$10,000. The cash rebate for 1906 is 35 per cent. of the premium paid. This will undoubtedly be a strong Association, and two only of the older Associations now outrank it in numbers.

CHINESE IN FOREIGN COUNTRIES.

Recent statistics of Chinese emigration have been accorded considerable currency, without, however, the definite source of the figures being given. According to these statistics, the total of Chinese in foreign countries is 7,642,650, distributed as follows: Formosa, 2,000,000; Siam, 2,500,000; Malay Peninsula, 985,000; Sunda Islands, 600,000; Hong Kong, 274,534; all America, 272,829; Indo-China, 150,006; Philippines, 80,000; Macao, 84,568; Burmah, 40,000; Australia, 30,000; Asiatic Russia, 25,000; Japan, 7,000, and Korea, 3,713. It is not claimed that these figures are accurate, the admission being freely made that they are approximate, and that they are now subject to considerable revision. They are, however, being used to show that only about 2 per cent. of China's estimated population has emigrated, and that remote nations have no cause for complaint on the score of Chinese invasion. If the number given for "all America" were all in the United States, this country would have about 4 per cent. of the Chinese living abroad.

IOWA HARDWARE JOBBERS' ASSOCIATION.

The Iowa Hardware Jobbers' Association held a special meeting at Burlington, Iowa, April 18, for the discussion of important matters relating to the Hardware business. The meeting was called by President F. E. Cutler, of the Cutler Hardware Co., Waterloo. Representatives from the following jobbing houses in the State were in attendance: Drake Hardware Co., Burlington; Charles F. Schmidt Hardware Co., Burlington; C. E. Armstrong & Co., Clinton; Brown-Hurley Hardware Co., Des Moines; Luthé Hardware Co., Des Moines; A. Tredway & Son Hardware Co., Dubuque; Prusia Hardware Co., Fort Dodge; Huber & Kalbach Co., Oskaloosa; Harper & McIntire Co., Ottumwa; George Haw & Co., Ottumwa; Cutler Hardware Co., Waterloo.

DISSTON'S NEW METAL SIGN.

Henry Disston & Sons, Inc., Philadelphia, Pa., have issued to their customers a very handsome metal sign, calling attention to "the saw that made Henry Disston famous among the carpenters." It shows a carpenter in his working clothes holding up a No. 7 Saw and bragging about its superiority. The graphic illustration of the carpenter is very effective, and the whole metal sign attractive in colors, is of an excellence that will commend it for a prominent position in any well regulated store. Send and get one if you have been overlooked.

ARKANSAS RETAIL HARDWARE ASSOCIATION.

The executive committee of the Arkansas Retail Hardware Association has selected June 5, 6 and 7 as the time for the seventh annual convention at Little Rock. The headquarters will be at the Gleason Hotel. The membership of the association has been largely increased during the past year, much of the credit for which has been due to the efforts of the salesmen who travel the State, who at the last convention were admitted as associate members. Charles E. Taylor, of Little Rock, is secretary of the Arkansas Association.

WRIGHT & WILHELMY CO.

Wright & Wilhelmy Co., Omaha, Neb., are increasing the size of their main building by the erection of an L-shaped addition and a supplementary story, which brings the size of the building to 132x132 feet, six stories and basement. The old building was 66x100 feet, and the new building will provide over 40,000 additional square feet of floor space, which is an increase of over 63 per cent. compared with present quarters. In addition to this main building, the company occupies two separate warehouses, having a combined floor space of 34,800 square feet. But on the completion of the present extension, about May 15th, all goods will be transferred to the main building, enabling the company to do business under one roof.

MISTAKES AS TO NICOTINE.

There are probably few subjects about which more people are misinformed than nicotine. Nearly every one speaks of the dark brown substance which has about the consistency and color of molasses and accumulates in the stems of pipes as nicotine. It is not nicotine and it has no nicotine in it. It is nothing but tar—tobacco tar—distilled from the smoke, just as coal tar is distilled from coal and pine tar from pine wood. One might swallow all the tobacco tar that a rank clay pipe contains without serious harm. If he swallowed the same quantity of nicotine he would probably be dead in five minutes. It is the tar that stains the pipe and it is the same tar that stains the cigarette smoker's fingers. It is also found inside the nostrils of one who inhales smoke and it puts an indelible stain on mustaches.

In Wales there are about 450 tin-plate mills of which 95 per cent were in operation at the close of November. In the United States there are about 340 regularly operated mills, which have been at work at one time or another within the past year, the leading interest having some 242 independent interests. There are about thirty other mills not in regular work. It can be assumed that an average of not less than 400 mills were operated in Wales during 1905, while an average of scarcely more than 275 mills were worked in the United States. With substantially the same total production, says the *Iron Trade Review*, it appears that the output per mill has been between a third and a half greater in the United States than in Wales.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2.50

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, President.
A. P. MITCHELL, Secretary and Treasurer

HENRY HOPKINS, Editor.
J. W. PENTZ, Advertising Manager.

MAY 10, 1906

Editorial Trade Review

In the reports for the month of April the aggregate sales, although good in quantity as compared with the previous year, did not reach the volume that had been predicated on the business of the first three months; indicating that a normal condition of business is now reached, and the preliminary stocking up, so conscientiously invited by those having stock bought early in the season, has ceased to be a factor.

The terrible condition of things in San Francisco and other points in California affected by the earthquake and subsequent fire will create a large demand for supplies during the Summer and Fall that will be required for building up the city; and furnish sufficient employment for labor of every description. That this will be the means of giving an impetus to the makers of Builders' Hardware that will make this a busy community is not to be gainsaid. We hope the orders long delayed will be forwarded where they belong, before the fullness of the demand shall set in, because a natural sympathy for San Francisco will send any surplus stock in that direction. At present the demand from the Coast is for catalogues and manufacturers' quotations, in order to see where they stand. The larger houses are asking for memoranda of the orders given since January first, and the present state of such orders, the fire having made a clean sweep of all the data, which they wish duplicated with as little delay as possible. In very many cases this has already been promptly anticipated as fast as a base of supplies has been established and resumption as far as the preliminary work is concerned has already been commenced.

Throughout the West and Northwest business has been quite active. Conditions that have long been considered as favorable for the transaction of business have been excellent, and the weather has been desirable for seeding and crop preparations. To this fact may be attributed the slight difference in the volume of trade already referred to, although this feature always affects distribution to some extent at this period of the year.

Building plans have been quite largely interfered with by the higher prices demanded for lumber and labor.

The latter is extremely high on account of its evident scarcity where wanted, and it is feared that many plans for improvement may have to be deferred or modified somewhat by the use of other material than was at first proposed or by the use of iron and steel, which are low by comparison, wherever it can be made to take the place of lumber.

The amount of trade done by the Southern jobbers has been of a most satisfactory character, April showing large gains over April of last year, and closing the season to prepare for invoicing, which usually takes place about this time. Conditions throughout the South are of a most excellent character, and an acreage of immense proportions, especially of cotton, has been planted, which indicates to a certainty that the outlook for the Summer and Fall trade is, as may be supposed, the best on record.

The changes in prices that are taking place ever and anon seem always to be in the nature of advances, and this is likely to continue to be the fact, as abnormal demands are made on our manufacturers to supply the ravages caused by the destructive forces of Nature.

San Francisco.

Never have the hearts of the American people been so touched by the chords of sympathetic feeling nor responded more promptly than in this terrible calamity. It seems as though it created philanthropic impulses that awakened our sympathies in a tidal wave that spread over the country with an uncontrollable force. It does not seem to effect any timidity or shrinkage in large undertakings in other cities, many of which were ready to be estimated on when we first received the news from the Coast. The quick response in one form or another which so promptly was the means of feeding mouths numbered by the hundred thousands, made it possible that they never suffered for the want of food after the first twenty-four hours, and showed that the relief of our fellow creatures from distress and suffering is the first duty we owe in a crisis like this. The country is enjoying such prosperity that the reaction will be distributed over many institutions and individuals, which let us hope will come to the rescue, so that the large amount of insurance which tests the strength of a combination of disasters such as we have seen in San Francisco, will not be represented in failing companies by which only a receiver can declare dividends which appall by their insignificance. Let us not weary in well doing but continue in the good work until every hamlet or city in the United States has given of her plenty to cheer the heart of the sufferers, many of whom have left only a heritage of hope on which to found the creative impulses of the future.

DEATH OF T. FRANK IRELAND.

By the death of T. Frank Ireland, of Belding, Mich., on April 27, the Michigan Retail Hardware Association, the National Hardware Association and the Hardware fraternity at large has lost one of the most conscientious and faithful workers that has ever been connected with the labor of these organizations. In addition to Mr. Ireland's activity in connection with Hardware organization work, he was also an important factor in the Business Men's Association of his own city, being president of that organization. He was born in Sublette, Ill., on September 18, 1857, and lived in that town for thirty-two years, the last five years of which he was engaged in business for himself. In January, 1889, he moved to Belding, and embarked in the retail Hardware business, and by his honest and conscientious methods built up a flourishing business in that city. He was married in 1880 and is survived by a widow, two daughters and a son.

CO-OPERATION AND MAINTENANCE OF PRICES.

We have received from the Dover Mfg. Co., Canal Dover, Ohio, manufacturers of the Asbestos Sad Iron, two forcibly written and well printed booklets entitled "Co-operation" and "Price Maintaining," two subjects which are being actively discussed by that company. The booklets were carefully prepared by O. A. Keyser, the progressive advertising manager of the company, and in the composition of "Co-operation" Mr. Keyser gives his attention to methods by which full reciprocation can be participated in by the manufacturers, jobbers and dealers, to the advantage of all concerned. Stress is laid upon the fact that there is much to be learned from the intelligent traveling salesman for the company, who should be treated fairly by the dealer, with the view of having him facilitate business by all the means at his disposal. While it may be acknowledged there are a few of these representatives who may be unworthy of confidence or respect, they are but exceptional, and are rarely permitted to misrepresent the company very long, for it is necessary to a salesman's business that he should be a reservoir of information in his especial line. Catalogue competition is dwelt upon, and they acknowledge it as being instrumental in creating a demand for goods with which the dealer should be satisfied, and second it by knowing how important it was to create this demand from which all might benefit. The retail dealer is urged to use all means locally in the dealer's power by newspaper advertising, neat and well arranged stores, attractive window displays, etc., to create a market for the goods to be sold. Just as they may fail in this they forfeit the right to any help or protection from the manufacturer.

In the booklet on "Price Maintaining," in which the company has endeavored to increase the profits and improve the sale of their goods, they believe that dealers generally approve of established prices and are collectively in favor of action that will assure profit by continuing sales backed by the company's own efforts; especially when the courts have already decided that the manufacturer of a patented article has the right to insist upon prices that are arbitrary and make it an incentive to the dealer to handle them. All together, these little booklets are valuable additions to this class of literature, and the reader who has failed to receive them should write for them.

SAN FRANCISCO HARDWARE HOUSES.

The five large houses engaged in the selling of Hardware and metals have reported that as far as their buildings, stocks, etc., are concerned they have been totally destroyed, with one exception, that of the Pacific Hardware & Steel Company, who took possession of an immense new plant about the middle of last August. It is located about two miles from their previous location and escaped with but little damage comparatively, of \$10,000 to \$15,000. The company's buildings, filled with valuable stocks, were providentially spared.

Dunham, Carrigan & Hayden Co. have reported as follows:

"As all of our factory order books have been destroyed and we have no means of accurately knowing with whom we have orders outstanding, we request all manufacturers who have orders from us to hurry them forward with greatest possible dispatch and to send us by mail copies of all such orders. We also request that all manufacturers send us duplicate (2) copies of all invoices issued to us since the first of January 1906."

Yours truly,
DUNHAM, CARRIGAN & HAYDEN CO.
131 Kansas St., San Francisco.

Dunham, Carrigan & Hayden Co. also desire all manufacturers of Hardware and kindred lines to forward as soon as possible to their address as above catalogues and price lists in duplicate.

Baker & Hamilton, whose house in Sacramento, Cal., is unimpaired, ask that "manufacturers having unfilled orders from San Francisco mail copy of such to Baker & Hamilton, Sacramento. Address the 'Eastern Order Department.' Also to mail duplicate of invoices and manifests relating to all shipments made from January first last."

Holbrook, Merrill & Stetson have opened temporary quarters at Oakland, Cal., and are working hard to get things into shape.

W. W. Montague & Co. have also established themselves temporarily in Oakland, Cal., and are going ahead with their business plans as fast as present conditions warrant, the shipments to branch house in Los Angeles, which was uninjured, continuing the same as before the earthquake.

Bennett Bros., San Francisco, have started in business again at No. 541 Haight Street.

All these concerns make requests for trade literature in the way of catalogues and prices, which they would like to receive in duplicate from any of their correspondents.

NEAL-CHALLENGE-SCOTT CO.

Neal-Challen-Scott Co., temporarily at No. 48 Warren Street, New York, has been incorporated under New York State laws to deal in Hardware, supplies, tools, machinery, transmissions, specialties, etc. They have since secured the store floor at 81 Warren Street, 25 by 80 feet, where the business will be permanently established at once. The following are the officers of the new company:

Bernard B. Neal, president; Joseph W. Scott, vice-president, and Paul J. Challen, secretary and treasurer. Mr. Neal, founder of the Neal & Brinker Co., of New York, and its president for the past nine years, will give his entire time to the business of the new company. Mr. Scott, who has had extensive business in the tool manufacturers' supply line, will manage this department of the company. Mr. Challen, a mechanical engineer of ability, is conversant with mill requirements, and has had wide experience, being thoroughly familiar with quality and prices of transmission machinery, engines, boilers, etc. The new location will give the proprietors considerable space for carrying a stock of Hardware, tools, specialties and supplies in certain lines, which will in the immediate future be increased as the business develops. The company can now execute all orders, however large, and make shipment from New York stock or mill. The company will be glad to receive from manufacturers of lines in which they are interested catalogues in duplicate with full advices in regard to quotations and terms.

WINDOW DISPLAYS AND THE MANUFACTURER.

When a manufacturer begins to make an article of merit and has the money to back it, the degree of success he attains by its sale depends upon his ability to create a desire in the public mind for the purchase of his product. Then the question occurs: How can he get the greatest possible publicity for a given expenditure? Most valuable of all, to be sure, is advertising in trade papers and other publications, but this article has to deal especially with window display advertising. Four points are to be considered in obtaining favorable and successful publicity. First, the publicity of the location of the display; second, the proximity to the market of the article advertised; third, strength and attractiveness of the display, and fourth the cost. The very fact, says the *Sporting Goods Dealer*, that retail dealers in sporting goods must be located on prominent thoroughfares, where people pass and congregate, proves that window display advertising guarantees publicity. After the desire to purchase has been created, by any form of advertising, the sooner the prospective buyer has the opportunity to purchase the article, the more likely he is to make the investment. When a man sees an attractive window display advertising an article that he needs or even takes a sudden fancy to, the chances are that he will step into the store and buy it. Undoubtedly the window display is an ideal method of advertising anything sold in a retail store to the general public. The protection and space afforded by a window allows of an endless number of designs and ideas for attracting the attention of the public, from a ten-cent lithographic display to be pasted on the glass, to an electrical or moving figure, or a demonstrator who stands in the window and shows the public the advantages of the article advertised. An attractive and striking window display can be furnished by the manufacturer to the dealer for as little as ten cents per window. Some manufacturers have provided displays so compact that they can be sent in a mailing tube. A window display to be furnished by the manufacturer to his dealer must be of so compact a nature that it can be easily shipped. The manufacturer who decides to distribute window displays of this kind will not only get big returns, but will also make a hit with his customers for he likewise aids them in selling the goods. He should send a letter to the trade notifying them that he has secured a quantity of window displays and will take pleasure in sending one on request. In trimming a window—and this relates more to the sporting goods dealer—there are two different sorts of people to whom the display must appeal. The passers-by who are within a few feet of the window and who can take in the detail of the display, compose one set. The other set is composed of those who see the window from a distance, from across the street or even a half block away. On the latter class the average window display has no effect because the dresser never tries to reach the great number of buyers who are on the other side of the street, but is satisfied if his exhibit looks well from within four or five feet. The upper half of the window, the only portion that can be seen by the men across the street is usually neglected, and it is almost as valuable as the lower part. Borders, lithographs and transparencies are some effective methods by which the manufacturer may help his trade's window display with a very small expenditure. Next to advertising in newspapers and periodicals, which cannot be excelled because of the immense amount of people it reaches, window display advertising is probably the most profitable.

JAMES H. RITTER.

James H. Ritter, of Philadelphia, Pa., who has been numbered among the able correspondents of *HARDWARE* almost since its inception, resigned from the firm of the Biddle Hardware Co. on the third inst., in order to accept the position on September 1st of the presidency of the Cheltenham Trust Company of Germantown, Philadelphia, to which his undoubted ability and large acquaintance in Philadelphia entitle him. This is a new company, starting with a capital of \$200,000 and a surplus of \$100,000. The outlook for business is very bright, and as this position came to him without any solicitation or intimation on his part, the proposition seemed so attractive that he felt it his duty to accept.



JAMES H. RITTER.

Having been with the Biddle Hardware Co. for thirty years he feels the need of a long vacation, which he intends indulging in this Summer, and will recuperate his exhausted energies in order to amply fit himself for the less arduous duties of his new position. Starting as a boy with the Biddle Hardware Co. in January, 1876, in the intervening years he has covered all the individual parts of the business with the single exception of traveling salesman, and although he withdraws from active connection with the Hardware business he feels confident of retaining those friends whom he has had the pleasure of gaining in those thirty years.

ELECTED TO THE HARDWARE BOARD.

To fill the vacancy in the board of governors of the Hardware Club of New York, caused by the death of the late Robert Sicals, James H. Kennedy, editor of the *Hardware Dealers' Magazine*, was unanimously elected. Mr. Kennedy was a member of the board of governors during the first eleven years of the club's existence, but declined a renomination three years ago because of other duties.

KNOW YOUR OWN JOB.

There is a big place in the business world for the young man who knows as much about his own job as he thinks he knows about the one the "old man" is trying to hold down; and this demand exists all the way up the business ladder. It is in much the same spirit that the office boy dubs his employer as all kinds of a fool, and the one-horse retailer condemns at random all the methods of the big jobbing houses with which he deals. There may be germs of truth burrowing into both critics. Chances are the man farther up sees reasons for his methods that the little fellows do not notice; anyway their carping will not reach him until they climb a little nearer up to where he is to master the details of their own part of the business. It is the fellow who has so mastered his own position that he can stand erect on top of it without getting giddy that can poke brads into the legs of the next man above him most successfully.

Some men are always kicking about the mean advantage that some man above them in authority has taken. Others study how to make the most of the conditions as they find them. Needless to say which class supplies the greater number of successful men.

LEGAL CORRESPONDENCE

Any subscriber to "*HARDWARE*" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "*HARDWARE*," No. 309 Broadway, New York City.

LIABILITY OF OWNER OF VICIOUS DOG.

QUESTION: "A" keeps a dog which he has seen run out and attack people passing by his house and has several times been obliged to call the dog back. The dog has also snapped at one or two persons. Will "A" be liable in case some one is bitten by the dog?

REPLY: Yes. The mere keeping of a vicious dog is not in itself enough to make the owner liable, unless he has knowledge of its vicious propensities. We think the facts you state are enough to give the owner notice that the dog is likely to attack and bite persons. Where the owner has knowledge of its vicious propensity, he keeps the animal at his peril, and is liable for whatever injury it does.

SALE OF CORN SHREDDER—WARRANTY.

QUESTION: I bought a corn husker and shredder for \$230. The contract stated that the manufacturer "warrants this machine to do good work, to be well made, of good material and to be durable if used with proper care." This shredder was equipped with a safety lever, which got out of order without my knowledge, and seriously injured my hand while I was cleaning the machine. Can I sue the manufacturer?

REPLY: We think not. The warranty was that the machine would do good work, was well made, of good material and durable. Plainly this language related to the capacity of the machine to husk and shred corn. There was no warranty that the machine was safe; and it is not a natural conclusion to infer that the seller was guaranteeing the machine against accidents to a person operating it.

LIEN FOR REPAIRS—WHEN NOT ASSERTABLE AGAINST TRUE OWNER.

QUESTION: A party brought a wagon to my shop which was worth on a liberal estimate \$20. He had it re-upholstered, new wheels put on it and other repairs amounting to \$45. He went away without paying me anything, and the wagon is now claimed by another party who says my customer stole it from him. Who owns the wagon, and can I keep it until I have been paid for my repairs?

REPLY: By adding your materials to the wagon, they became the property of the true owner of the original wagon, although the value of your materials was greater than its original value. If the person who brought the wagon to you was a thief, he could not make any contract for its repair which would bind the true owner. Nor can you claim any lien by virtue of a contract with him. The true owner is not liable for the repairs because he never agreed to pay for them and they were done without his knowledge or consent. It follows that you have no lien on the wagon and that you cannot recover anything against the true owner for the work which you have done. Of course, you can recover against the thief, if you can find him.

PARTNERSHIP DEBT—PAYMENT—LIMITATIONS.

The Supreme Court of Minnesota held, in the case of The Robertson Lumber Company vs. Anderson et al., that a partial payment made upon a partnership debt after the dissolution of the firm, will suspend the operation of the statute of limitations as to other partners in favor of the creditor receiving such payment, who has had dealings with the partnership and had no notice of its dissolution; that notice to an agent of a corporation must, in order to be notice to such corporation, be to an agent, who is acting within the scope of his authority, and must concern some matter which it is his duty to communicate to his principal, and that no particular kind of notice, whether actual or constructive, is essential to charge the creditor with notice of a dissolution of partnership. In the case before the court, payment on a partnership debt was made by one partner to the traveling auditor of the creditor firm, whose authority to receive notice was disputed, had actual notice of the dissolution. Their books contained entries of sales to the firm and of sales to one partner as an individual after the dissolution. It was the admitted duty of the traveling auditor to examine these books, and he did so. The court held that the question of notice to the firm through all these agents was one of fact for the jury.

PAINTS NOT A SIDE LINE

Paint is one of the composite parts of the Hardware business instead of, what a great many people have thought and still think, merely a side line. We necessarily go after the house owner for his finishings in the line of Hardware throughout, and in doing this we necessarily have a splendid opportunity to sell, or at least try to, the paint.

Confidence is a very successful requisite in making a thorough success of the paint business as well as anything else; that is, confidence in the manufacturer from whom you purchase and in his ability to make good goods, and confidence in your own ability to instill into your customer your own thorough belief in the advantageous qualities of prepared paint over the much-mooted lead and oil.

Ability to thoroughly instill into your clerks your confidence in the product you purchase is a very important factor and, furthermore, they should be thoroughly competent to instill that same degree of confidence into the prospective customer. I fully realize that this is a pretty stiff problem for us all, yet we are very dependent on our clerks, and, as a matter of fact, from my own point of view, their thorough familiarity with the product is of even greater importance than my own.

A PERSONAL EXPERIENCE.

I do not know of any better way of demonstrating to you the advisability of paying attention to the paint end of the business than by giving you a brief outline of my own experience. I have been in business for a great many years, and up to 1898, although I had handled paint for a number of years previous to that time, my paint purchases, aside from lead and oil, were very small.

In 1898 my lead sales were probably from 12 to 14 tons per year. In 1904 I possibly sold four tons. From a profit point of view, without my entering into it, you will note that the returns from lead sales were extremely small and, in fact, it has been contended, and rightfully so, for a good many years that you practically roll 15 per cent. out of your store with each keg of lead, and oil and turpentine would appear in the same category.

In 1898 I had an opportunity to take the agency of a reputable paint manufacturer, a concern who not only manufactured first-class goods, but also firmly believe in effective advertising and system in following up. I first visited the factory and spent some time in satisfying myself that the paint was what they claimed it to be. Instead of using my own methods I adopted theirs to a very great extent, and with the advertising which I have always done have reaped the reward not only in increasing sales but in increased profits as well. From this concern I purchased in 1898 \$496 worth of goods, increasing my purchase year by year, until in 1904 I bought 842 per cent. more paint than in 1898, while there had been a decrease of 71 per cent. in my lead purchases.

Figuring my gross profit on lead in 1896 at 16 per cent., I made \$230, whereas, figuring 33 1/3 per cent. on paint, my net returns were \$1,560 in 1904. Therefore, you will readily see that attention to this important branch of our business pays.

ADVANTAGES OF PREPARED PAINT.

I have always made it a point to use a pencil to a very great extent in demonstrating to the prospective customer why we should use prepared paint instead of lead and oil, pointing out

very clearly the fact that he should acknowledge the ability of the manufacturer to take lead, zinc, turpentine, dryer and tinting colors and thoroughly assemble same by formula and machinery much better than the average painter could take the same ingredients and mix them together by the rub of thumb and paddle. Furthermore, it has always been my contention that a painter in buying several different articles has the corresponding number of concerns to contend with in case of difficulty, whereas in setting prepared paint, in case of any difficulty he has simply the dealer and the manufacturer to look to. In case of difficulty we find the reputable manufacturer ready to listen to his troubles through the dealer, whereas with lead and oil there is practically no redress and never has been.

I have also pointed out the fact that the painter is obliged to go to the manufacturer and buy the several ingredients contained in the paint, and such being the case, why is it not feasible that the manufacturer of the several ingredients should be in a better position than the painter to incorporate these ingredients by machinery? A paint mixed by the painter from lead and oil is more expensive than a good paint purchased from the dealer; for the reason that although it costs less per gallon it costs more per quantity. In other words, it will take one-third less prepared paint to paint a house than a paint made from lead and oil; consequently you have appealed to the man's pocket, and your reputation as a merchant backed up by the reputable manufacturer's goods handled by you should clinch the argument.

CARRY A COMPLETE LINE.

I carry the complete line manufactured by this concern, and when a customer mentions paint I try to find out first what is to be painted and then proceed to sell the customer a special paint that is made for that particular purpose, and by doing so I show the customer I am interested in giving him what is right. When he finds out on using the goods that I was right and the job is even better than he expected that man is sure to come again for paint or anything else he may need in my line. I also display in a prominent place in my store all the different kinds of paint I have, and keep my windows talking paint nine months out of twelve. In many other ways I keep reminding the public that I sell paint, and long before the painting season opens I have sold paint for several houses. I keep a record of each color of the house paint as it comes in, and it helps me to a great extent in ordering a new supply, as I can determine very quickly just how much of that particular kind I have sold in any given time.

KEEP A CARD RECORD.

I keep a card record, a card index, of all the paint sold for outside painting, entering the date, quantity, different shades, and weather conditions, and in that way am not only able to determine when the paint was applied and under what conditions, in case of difficulty, but also have a means of interesting the new customer, for by referring him to or showing him where I have sold paint to Bill Smith and John Brown, men with whom he, in the majority of cases, is well acquainted, I impress upon him the fact that there must be some virtue in it or these men would not use it, and in this way I am also able to refer him to houses which in many instances have been painted for a number of years.

MARKET MEANINGS OF WORDS.

When J. Stanley Cook, assistant secretary of the Montreal Board of Trade, and secretary of the Dominion Wholesale Grocers' Guild, was on the stand in the Hamilton police court recently as a witness in the preliminary investigation into the charge of conspiracy against the officers of the guild, the prosecuting attorney asked him if he knew the difference between a jobber and a wholesaler, says *Canadian Grocer*. He replied that he did not, and none of the eminent lawyers or wholesale grocers present seemed ready with an explanation.

As a matter of fact the words are used interchangeably. They are not, however, commercially synonymous. A correct classification of traders in strict terminology of commerce, indicating the several relations to the trade, seemed quite worth while. In Britain it is as follows:

Merchant—The original importer. It is immaterial whether or not he is foreign or where he lives. He is the man who puts the goods on the market.

Broker—The agent who acts for the merchant or for the buyer.

Dealer—The wholesale buyer who buys from the merchant through the broker.

Wholesaler—(General) for distribution to the retail trade.

In New York the classification is practically the same, except that the dealer is usually called a jobber.

Any one class of trader may, and sometimes does, conduct business in a dual and even triple capacity. But on the market when the word merchant, broker, dealer or wholesaler is used, the man of commerce knows what is meant.

The exact commercial significance of those words cannot be got from the dictionary. Chambers definitions are as follows:

Merchant—One who carries on trade, especially on a large scale; one who buys and sells goods; a trader.

Broker—One who transacts business for another.

Dealer—One who deals; a trader.

Jobber—One who buys and sells as a broker.

Webster gives these:

Merchant—A man who traffics or carries on trade with foreign countries, or who exports and imports goods and sells them by wholesale. In popular usage, any trader, or one who deals in the purchase and sale of goods.

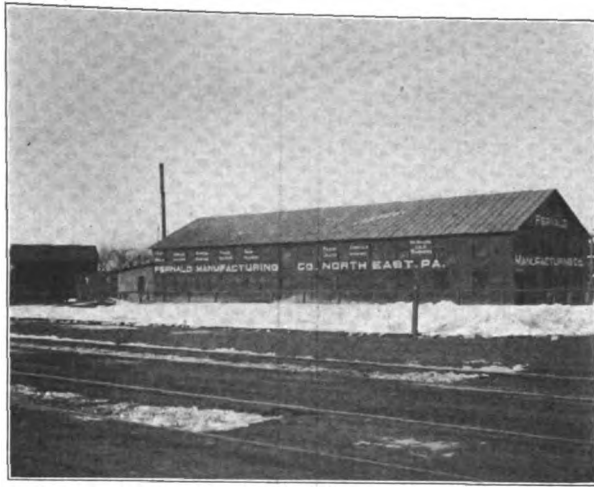
Broker—An agent or negotiator who is employed by merchants to make and conclude bargains for them for a fee or rate per cent., or who transacts other business for his employers.

Dealer—A trader, a trafficker, a shop-keeper, a broker, a merchant, a word of very extensive use, as a dealer in dry goods, a dealer in Hardware, a dealer in stocks, a dealer in leather, a dealer in lumber, etc.

Jobber—A merchant who purchases goods from importers and sells to retailers.

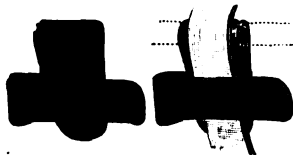
FERNALD MFG. CO.'S NEW FACTORY.

The accompanying cut shows the new factory of the Fernald Mfg. Co., of North East, Pa. By the erection of this new building, and its up-to-date equipment, this company has more than doubled its capacity for manufacturing the Fernald Quick-Shift, so that they are now turning them out at the rate of 25 gross a day. This is the largest factory devoted exclusively to the



FERNALD MFG. CO.'S NEW FACTORY.

manufacture of Fernald Quick-Shifts and Anti-Rattlers. Besides manufacturing these two specialties, this company manufactures numerous other articles, like whip sockets, third seats,

DASH REIN HOLDER
PATENT APPLIED FOR

jacks, double trace holders, etc. The latest addition to their line is their Dash Rein Holder, which is a perfect article for holding the reins securely. It is attached in an instant, without screws or small bolts to make holes and mar the appearance of the dash. It is shaped to fit over rib of dash, so there is no possibility of it slipping either way. The length of the tongue permits the reins to be easily secured. It is a practical rein holder at a price that should make it a favorite. It is finished in black japan, furnished one dozen pair in a box; one to five gross in a case.

KIRK-LATTY MANUFACTURING CO.'S NEW CATALOGUE.

THE KIRK-LATTY MANUFACTURING CO., Cleveland, Ohio, are distributing to the trade their catalogue of Juvenile Automobiles, Children's All Steel Express Wagons, Velocipedes, Toy Garden Barrows, Cycle Wagons, Hand Cars, Coaster Wagons and Bob Sleds, Lamps, Horns, etc. They state: "Skill in manufacturing, acquired by long experience, exhaustive tests, the best of material and the closest attention to details, combine to make the above vehicles absolutely without equal. These machines must be seen to be appreciated. We shall constantly be adding new models and the line will always be up to date." These lines are illustrated in several patterns and are marketed under various taking names, including the Greyhound, Ajax, Rob Roy, Forest City, Napier, Pierce, Winton, Peerless, National, Franklin, Renault, Panhard, Locomobile and Packard types of automobiles. A full line of coaster wagons is also shown, such as the Buster Brown, Tige and Hot Tamale. These wagons are claimed to be full of original features. The catalogue may be had upon application.

H. ADLER CO., INC., Carnegie, Pa., with Western office and warehouse at No. 1210 West Tenth Street, Kansas City, Mo., have issued their catalogue No. 43 of Acme Gas Ranges and Cookers, Ovens and Hot Plates. The manufacturers claim these goods to be "accurate in construction, convenient in use, marvelous in design and economical in fuel." This catalogue illustrates and describes a very complete line of these seasonable goods, and will be found a very useful one.

PRODUCTION OF CUT AND WIRE NAILS IN 1905.

The statistics compiled under the auspices of the American Iron and Steel Association show that the production of Wire Nails in 1905 amounted to 10,854,892 kegs of 100 pounds, as compared with 11,926,661 kegs in 1904, a decrease of 1,071,769 kegs, or almost 9 per cent. Of the total production in 1905, 7,175,418 kegs were made by the United States Steel Corporation and 3,679,474 kegs by independent companies, as compared with 7,998,912 kegs by the corporation and 3,927,749 kegs by independent companies in 1904. The following table gives the production of Wire Nails by States in 1904 and 1905:

| STATES | Kegs of 100 pounds. 1904. | 1905 |
|--|------------------------------|------------|
| New Hampshire, Massachusetts, Rhode Island and Connecticut | 247,157 | 264,024 |
| New York, New Jersey and Pennsylvania | 4,869,401 | 4,504,376 |
| Maryland, Kentucky, Alabama and Ohio | 3,124,624 | 2,861,587 |
| Indiana and Illinois | 3,033,756 | 2,531,774 |
| Michigan, Wisconsin and Colorado | 551,725 | 693,131 |
| Totals | 11,926,661 | 10,854,892 |

The Wire Nails produced in 1905 were all made of steel and were turned out by 54 works in 16 States, as compared with 56 works in the same number of States in 1904.

The production of Cut Nails and Spikes cut from plates in 1905 was 1,357,549 kegs of 100 pounds each, against 1,283,362 kegs in 1904, an increase of 74,187 kegs. The following table gives the production of Cut Nails and Cut Spikes by States in 1904 and 1905, Iron Nails being separated from Steel Nails for the latter year. Of the total production in 1905 a little over 32 per cent. was cut from iron plate and almost 68 per cent. from steel plate:

| STATES | 1905.—Kegs of 100 pounds. | | | |
|--|---------------------------|---------|-----------|-----------|
| | Iron. | Steel. | Total. | 1904. |
| Pennsylvania | 345,076 | 412,331 | 757,407 | 608,326 |
| West Virginia and Indiana | | 210,345 | 210,345 | 245,997 |
| Massachusetts and Ohio | | 158,113 | 158,113 | 182,981 |
| Maryland, Virginia, Kentucky, Illinois, Wisconsin and California | 89,503 | 142,181 | 231,684 | 156,058 |
| Totals | 434,579 | 922,970 | 1,357,549 | 1,283,362 |

Ten States made Cut Nails in 1905, as compared with 11 in 1904. Pennsylvania, Virginia, Ohio and Illinois increased their production in 1905, compared with 1904, but Massachusetts, Maryland, West Virginia, Kentucky, Indiana and California decreased their production.

TEN YEARS' COMPARISON.

The following table gives the production of Iron and Steel Cut and Wire Nails in this country in the last ten years in kegs of 100 pounds. The excess of Wire Nails over Cut Nails in each of the ten years is also shown:

| Years | Cut nails. | Wire nails. | Total. | Wire nails over cut. |
|-------|------------|-------------|------------|----------------------|
| 1896 | 1,615,870 | 4,719,880 | 6,335,750 | 3,103,900 |
| 1897 | 2,106,799 | 8,997,245 | 11,104,044 | 6,890,446 |
| 1898 | 1,572,221 | 7,418,475 | 8,990,696 | 5,846,254 |
| 1899 | 1,904,340 | 7,618,130 | 9,522,470 | 5,713,790 |
| 1900 | 1,573,494 | 7,233,979 | 8,807,473 | 5,660,485 |
| 1901 | 1,542,240 | 9,803,822 | 11,346,062 | 8,261,582 |
| 1902 | 1,633,726 | 10,982,246 | 12,616,008 | 9,348,484 |
| 1903 | 1,435,893 | 9,631,661 | 11,067,554 | 8,195,768 |
| 1904 | 1,283,362 | 11,926,661 | 13,210,023 | 10,643,299 |
| 1905 | 1,357,549 | 10,854,892 | 12,212,441 | 9,497,343 |

EXPORTS AND IMPORTS.

In 1905 our exports of Cut Nails and Cut Spikes amounted to 17,674,099 pounds, equivalent to 176,741 kegs of 100 pounds, against 20,772,049 pounds, or 207,720 kegs in 1904. Our exports of Wire Nails in 1905 amounted to 80,273,411 pounds, or 802,734 kegs, against 73,455,365 pounds, or 734,554 kegs, in 1904. In 1905 the total imports of Cut Nails and Cut Spikes amounted to 27,272 pounds, or 273 kegs, against 70,125 pounds, or 701 kegs, in 1904. The imports of Wire Nails in 1905 amounted to 53,769 pounds, or 538 kegs, against 42,954 pounds, or 430 kegs, in 1904.—Iron Age.

IDENTIFYING THE BITE.

The house surgeon of a London hospital was attending to the injuries of a poor woman whose arm had been severely bitten. As he was dressing the wound he said:

"I cannot make out what sort of a creature bit you. This is too small for a horse's bite and too large for a dog's."

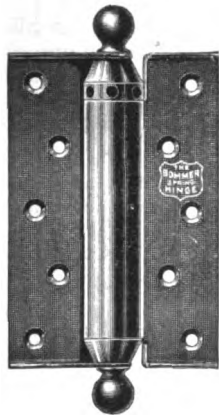
"Oh, sir," replied the patient, "it wasn't a hannimal; it was another lydy."

WAS STILL UP.

"Is your husband up yet?" inquired the early morning caller. "I guess he is," replied the stern-looking woman. "I'd like to say a few words to him." "So would I. He hasn't come home yet."—Catholic Standard and Times.

BOMMER SPRING BUTT HINGES.

Bommer Spring Butt Hinges are regarded as standard goods in their line. They are made of wrought steel in the strongest and most durable manner and in any finish desired. These hinges have wrought steel bearings, the springs are of best oil tempered steel wire, are of large diameter and unusual length, have great resilience and power, and never "go lame." They will wear a lifetime if the proper size is selected. The ball tips can be unscrewed to take the hinge apart but will not work loose of them-



SINGLE ACTING HINGE.

selves. The tension is adjustable, therefore the door can be made to close as softly or as quickly as may seem desirable. The tension can be entirely taken off when fixing these hinges to the door, and the raised edges of the flanges indicate the depth for the mortise, thereby saving time to the carpenter. Bronze and brass hinges have a steel interior constructed and steel bearings, which take the wear and friction, making them as durable as if they were made entirely of steel. They are characterized by elegance of appearance, and by durability of finish. Material and workmanship are the best obtainable and every hinge is guaranteed



DOUBLE ACTING HINGE.

against defects in either. All parts are interchangeable and duplicate parts can be furnished promptly, from stock. For doors in public buildings, theatres, schools, railway stations, churches, libraries, banks, department stores, etc., the use of the double acting spring butt hinges should be enforced, to avoid the disastrous consequences of doors opening the wrong way in case of panic. For doors between dining room and kitchen, double acting spring butt hinges will be found very convenient. To assure the selection of hinges of the correct size to swing a door properly the requirements are given in their catalogue. As doors vary in their proportions it must be kept in mind that regardless of height wide doors always require larger hinges than narrow doors. Bommer Brothers, 255-271 Classon Avenue, Brooklyn, N. Y., are the manufacturers.

✦
The age of chivalry is gone, and one of calculators and economists has succeeded.—BURKE.

✦
Imaginary evils soon become real ones by indulging our reflections on them; as he who in a melancholy fancy sees something like a face on the wall or the wainscot, can, by two or three touches with a lead pencil, make it look visible, and agreeing with what he fancied.—SWIFT.

"IDEAL" COMBINATION STEAM COOKER AND BAKER.

The Toledo Cooker Co., No. 136 West Bancroft Street, Toledo, Ohio, are calling special attention to their "Ideal" Combination Steam Cooker and Baker, which is something entirely new. The "Ideal" costs no more than ordinary cookers. Space economy being important in a small kitchen, it is in favor of the "Ideal".



FIG. 1. ROUND STEAM COOKER.

Steam Cooker that it takes up very little room. All kinds of cooking can be done at one time. The food is cooked by the heat of steam under pressure. By this method all the nutriment is retained, and nothing can burn or dry up. By its use it cooks a whole meal over one burner on gasoline, oil, gas or common cook stove, and is claimed to be a perfect cooker. It is made of heavy tin or copper, with an all copper seamless top, having no sharp corners to catch the clothing or hands, or to retain grease and dirt. These are some of the advantages which are claimed

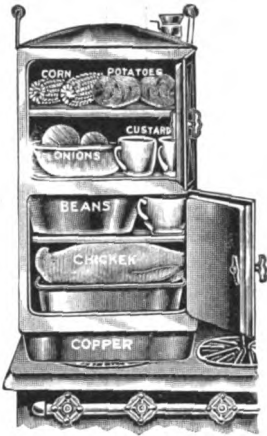


FIG. 2. SQUARE STEAM COOKER.

for the Ideal Square Steam Cooker as being unique and original with that cooker: It is the only practical square cooker made with a whistle. This whistle is made of brass, nicked, and will never rust out. It serves at the same time as a replenishing tube, when more water is needed, without removing it. A whistle on a steam cooker is absolutely essential to its perfect working, as it obviates entirely the necessity of watching it to see that the water does not run low. It is the only square steam cooker that has seamless round-corner door frames and drawn round-corner doors. It has a self-regulating valve that holds the steam under pressure, causing the food to cook quickly, and condensing the steam so that the water is replenished and will last twice as long as in the ordinary steam cooker or kettle. This valve needs no attention. It has a pressed seamless dome top, so constructed that the condensed steam will immediately run to the sides and down the bottom into the water. Steam cookers without this feature permit the water to condense and drip back on to the food in the cooker. The pressed seamless round-corner door frames and the pressed seamless doors are very important features. They are perfectly tight and make a handsome and neat appearance. One article will not flavor another, no matter how delicate or how strong, so long as they are cooked in separate dishes. A 44-page instruction book and 200 recipes are given with each cooker, and this book contains in detail everything connected with the cooker.

THE MAKING OF A HORSE NAIL

Among the many articles represented in the stock of Hardware dealers there are many which, though in constant daily use, they are not acquainted with the process of their manufacture. The number of those who have had an opportunity of seeing the interesting process by which horse nails are made is decidedly small, but these few have found it exceedingly interesting, and it has served to clear away many previous misconceptions regarding their manufacture.

Those who have been engaged in the Hardware trade for forty or more years, says *Hardware and Metal*, will not have forgotten how the farrier in those days used to purchase small bundles of nail rods, from which he had to forge singly the nails he required. This crude method was in common use in Great Britain for many years, and these hand-made nails were the only ones exported to this country, being packed in jute bags at 56 pounds each or in kegs of 112 pounds.

The inventive genius of man sought a relief from the drudgery of forging out one by one nails by hand, and in due course there were machines invented, which not only did the work more quickly, but much more accurately, than could by any possibility be done by any hand-forged process. While the machines which replaced the hand-forging methods at the date of their introduction produced results which were a vast improvement on the nails then made, yet these have been in their turn replaced by improved mechanism, which are as great an advance over the earlier ones.

While there is a choice of sources from which nail rods may be obtained (both domestic and foreign) suitable for the manufacture of horse nails, there is one in particular which deservedly enjoys the reputation of affording the best material known or used in the world for this purpose, or in fact any purpose where the best iron and steel products are sought for. The iron ores of Sweden are of the highest class known in the world for the production of iron or steel. These ores are smelted with charcoal as a fuel, the forests of that country affording an abundant supply, and on which they are almost wholly dependent, as coal is not found except in small quantities in a limited area, and then not of a quality which is conducive to producing the best results. We will follow, then, the production of the Swedish material, which is the basis of the best horse nails, taking as our standard the well-known "C" brand, whose process for the manufacture of horse nails we shall give in more detail.

The iron ores are blended and mixed in due proportion in the furnaces, according to the class of material which it is desired to make, the type of furnace used in Sweden for the best material being the well-known Siemens-Martin process. In general formation the furnace strongly resembles a baker's brick oven, the ores being placed in the centre of the furnace and the fuel towards the front. The flame and heat is deflected by an intercepting arch against the furnace roof on the ores lying on the bed of the furnace, the ores being thereby melted without coming in direct contact with the fuel. This process takes from ten to twelve hours, and affords ample opportunity for examining and testing the product at its several stages. When it has reached the point required, the fluid steel is poured into a ladle and transferred immediately into iron moulds, which form an ingot. These ingots are withdrawn and placed in "soaking pits" in order to retain the initial heat of the ingot as long as possible. The ingots are then reduced to a smaller size, which are called billets. These in turn are reheated and passed through rolls having grooves of the desired size and shape, which finally reduces the billet to the size required for the nail rods, the average size of which is about $\frac{3}{8}$ to $\frac{1}{4}$ inches.

These rods are now either bundled into coils or cut into uniform lengths of from ten to twelve feet and packed in uniform bundles of about 100 pounds for convenience of shipment.

We have dealt with nail rods only as produced in Sweden; but it is not necessary to go to that country for this article, as large quantities are made elsewhere. The domestic rods produced by the United States makers are, however, more largely used for lower-priced classes of nails, but the best makers who aim to make the highest grade find it necessary to go to Sweden for the best quality of rods, in spite of the handicap of a heavy duty on their import.

The works in Sweden are situated well inland, and the bundles

of rods ready for shipment are conveyed by canal or rail to one of the leading seaport points, which are Gothenburg on the west coast and Gelfe and Stockholm on the east coast. If the rods are destined for Canada they are usually despatched from one of these Swedish ports by one of the small coasting steamers to either Antwerp or Hamburg or to one of the leading shipping ports in Great Britain, where connections can be made and sailings thence for Canada obtained. These rods are conveyed for the most part during the season of navigation via the river St. Lawrence.

Having brought them to the point of manufacture, let us deal with the further process required for transforming them into the horse nails of commerce.

There are several mechanical processes for the manufacture of horse nails, but these may be broadly divided into two divisions, namely, the "cold process" and the "hot-forged process," each claiming superiority for their own. Those using the former are conceded to have a process which enables them to produce nails more cheaply, and those using the latter seem to have the advantage in their favor in the most natural process, the nail being forged from the rod while at a white heat, and therefore in a thoroughly malleable condition and more readily susceptible to being consolidated. It is with the latter that we have to deal in this description, that being the process exclusively used by the makers of "C" brand for the last forty years.

The nail rods described above are placed (about a dozen at a time) in a small heating furnace, which is supplied with the highest obtainable grade of anthracite coal, the heat of which is maintained at the desired point by air delivered through pipes by a fan blower revolving at a high rate of speed, and with the aid of check valves permitting any desired force or amount to be used according to requirements. About eighteen inches of each rod is heated at a time, the heated end of which is placed in a forging machine between a pair of dies, one of which delivers with great rapidity and force several blows which forge the nail into the desired shape. When done, the nail is in steel cylinders about six feet long and thirty inches in diameter, in which they revolve for several hours, which polishes them. From this they are passed through rolling machines which draws the blank down to a graduated taper. Next they are passed on to another set of machines called the "pointing and finishing" machines, it being here that the point and bevel of the nail is made. They are again subjected for a short time to the tumbling process in sawdust, which removes any ragged edges, this completing the process of manufacturing. Before being packed in boxes, however, the nails are placed on zinc tables and passed under review by experienced sorters, who make an examination of every nail. The imperfect ones are discarded, and those passing this rigid examination are allowed to be placed in boxes.

When all the above particulars are contrasted, from the initial point of the ore in Sweden to the finished nail in Canada, with all the intermediate costs of labor, transportation and waste, with a small profit for the manufacturer, it will be readily seen that present prices are extremely low. The average size of nails sold in Canada is No. 8, which is sold at \$3 per box of twenty-five pounds, or twelve cents per pound, for which the buyer will receive on the average about one hundred nails. As it requires thirty-two nails to shoe a horse, or practically one-third of a pound, it therefore follows that the average cost of the nails required in the shoeing of a horse may be taken as about four cents, or one cent per shoe.

The relation of the cost of the nails, therefore, to the cost of the work done is very small, and if these facts were presented to any intelligent farrier, he would not require anything further to clinch the argument for the use of the best nails, made from the highest obtainable material known, as we have endeavored to describe above.

THE NEXT STEP.

"At that point, he was afraid he wouldn't be in a condition to go home."

"Ha! ha! What did he do then?"

"Why, he took a few more highballs and stopped worrying about it."—Puck.

HARDWARE OF A CENTURY AGO

"Georgie" Dean handled hammers and nails from England, sugar basins and cream pots, files, rasps and sad irons, clock balls and bed caps, a great variety of pen knives, smelling bottles, ivory tooth picks and other wares little known in the practical Hardware business of to-day. Dean was a successful Hardware dealer in his day, but his day was 100 years ago. He ran the leading Hardware store in Salem, Mass., then a flourishing shipping port, bigger than Boston in foreign trade, and better known in Bengal and Calcutta than New York.

Dean got practically all his Hardware in England. American factories were then few. Fleet sailing vessels from England docked at the pier, which ran from his store down to the harbor, and he unloaded huge cases from the vessel and pushed them on trucks up to the basement of his store. When he shipped a big order to Boston, or even more remote points, he freighted it on a coasting schooner; railroads were not dreamed of in "Georgie" Dean's day, and a location on a good wharf was as much to be desired than is a site close by the freight yard and railroad station today.

Dean was a successful Hardwaremen, as before stated, but he failed to measure progress, and foresee the changes in fashion in Hardware that the future held in store. Otherwise, he would not have stocked up so heavily on such strange articles as clout nails, copper chafing dishes, frying pans, white chapel needles, knee buckles, sugar tongs and other queer goods which "Jack" Daland shoveled out into a tip cart the other day, and had taken off to the foundry to be melted down for old metal, and for cash in his own coffers. Daland runs "Georgie" Dean's store today, or at least a store on the same site on which Dean did business, but if the famous merchant of a century ago happened to drop into his old stand and got a glimpse at safety razors, safety revolvers, thermometers, electric bells and novelties, washing machines and other articles of which he never dreamed he would undoubtedly rejoice that his shoe pegs, his shoe buckles, his circassian wash balls and his horn combs and other articles of Hardware of a century ago had gone up in smoke.

In a spirit of progress, "Georgie" Dean one day had printed a handbill flyer, announcing his stock, a common form of advertising of a century ago, and an original copy is still preserved in the store today. This copy was recently framed by Mr. Daland, and exhibited to the general public, and for the benefit of the Hardware trade in general he has turned over a copy to **HARDWARE**.

The bill, which catalogues many an article which will make a twentieth-century dealer smile, is as follows:

A LARGE ASSORTMENT

For Sale By

George Dean

At his Store in Essex-Street, Salem,

At very low prices for Cash, or short approved credit; among which are the following—viz:—

Brads, Clout and Pump Nails;
Hammers;
Steelyards; Brick Trowels;
Files, Rasps, Sad Irons;
Cart Boxes, Shovels and Spades;
Frying Pans, Pots and Kettles; Iron Dogs;
Copper and Iron Chafing Dishes;
Copper and Brass Scales;
Socket and Cast-steel Firmer's Chisels;
Best Steel Plate Hand Saws;
Plane Irons: H. H. L. Butt, Chest;
Table, Trunk, Desk, Book Case, and Prospect Hinges;
Thumb Latches, Rat and Mouse Traps;
Mincing Knives;
Stirrup Irons, and Snaffles; Tin'd and
Plated Common and Portsmouth Pelhams;
Inlets, and Flat sets, Cock Eyes,
Breast Plate and Tug Buckles.
Octagon Harness Buckles;
Brass Nails; Twig and Chaise Whips;
Whip Thongs, Saddlers' Pincers and Awls;
A Large Assortment of Screws;
Iron and Steel Knitting Pins;
White Chapel Needles; Darning and Sail do.;

Fish Hooks; Iron and Britannia Table and Tea Spoons;
A great variety of Pen Knives;
Cutteaux, Scissors, Razors, Knives and Forks;
Razor Cases, Wilson's Shoe Knives;
Shoe Nippers and Pincers, Sand Stones;
Compasses and Squares;
Desk, Bookcase, Chest, Till, Prospect, Closet, Cupboard, Trunk,
Stock, Ring and Knob Locks.
Single and Double Padlocks, Common Brass and Secret Port-
manteau do. ;
Iron and Brass and high Candle Sticks;
Mahogany and Common Bellows;
Shovels and Tongs, Brass Cocks, with and without keys;
Pewter Dishes, Plates, Basons, and Porringers;
Britannia and Pewter Tea-Pots;
Sugar Basons, Cream Pots, etc., etc.;
Small and Spike Gimblets;
Bow Latches; Flat and round Bolts;
Iron and Box Coffee Mills;
Brass Knobs and Bolts; Brass and China Cloak Pins;
Escutcheons; Tea Tray Handles;
Clock Balls; Table Catches; Bed Caps;
Quadrants and Catches;
Portable Desk Furniture;
Assortment Commodes and Rose Handles;
Sand Paper; Marking Irons, Tooth and Comb Brushes;
Ivory, Horn and Tortoise Shell Combs;
Pewter and Japan'd Ink Stands; Sealing Wax, Paper;
Quills and Ink Powder; Pocket Dials;
Common and Double Spectacles; Oval Glass, do. ;
Brass, Steel and Plated Thimbles; Coat and Vest Moulds;
Plated Shoe and Knee Buckles; neat Steel Knee do. ;
Brass Plated Sugar Tongs; Yellow and Plated Sleeve Links;
Common and Plated Clasps; Enamel'd Snuff Boxes with Mot-
toes; Japan'd Brass and Leather do. ;
An elegant assortment of Steel Snuffers and Snuffer Trays;
Corn Screws, Morocco Purses, Pocket Books;
Box Rules; Bed Castors; Shot Bags and Powder Flasks;
Tweezers, Curling Tongs; Japan'd Tobacco Boxes;
Nutmeg Graters;
A large assortment of handsome Tea Trays, Waiters' Canis-
ters; Caddies, Fruit Baskets, Knife Trays, etc.
Quart and Pint Jacks; Money Scales and Weights;
A Great Variety of Patent Brass and
Japan'd Lamps and Lanterns;
Shaving Boxes and Brushes;
Lead Pencils, Slate do. ; 3 1-2, 4, 4 1-2, and pound Pins; Salt
Spoons; Smelling Bottles; in plain and pierced Cases;
Cut do. ; and Flat Silk Winders; Tambour Cases;
A large assortment of Watch Chains, Seals and Keys;
Court Plaster; Britannia Cream Pots;
Holland Brushes; Horse and Cloth do. ;
Circassian Wash Ball;
Looking Glasses, etc., etc., etc.

Also,

A few Traveling Desks; and an assortment of Boston Glass,
as cheap as at the Manufactory.

PRACTICAL PHILOSOPHY.

Pull never had a show against brains.
Self-confidence is a genuine business asset.
Applause has made fools of more men than criticism.
A steady average is better than an occasional exception.
A pessimist is one who can see only the hole in the doughnut.
Man wants but little here below—and that's about all he gets.
There is in the worst fortune the best of chances for a happy change.
More time may be lost by labor on Sunday than by floating all the week.
It is just as easy to find fault with an electric light as with a tallow candle.
Many a man doesn't know what he is talking about until after it is too late.
Some men know nothing, and know it and say nothing. Others know nothing and cannot keep from telling it.

HOW TO SELL SAWS

By G. W. CLARK, OF E. C. ATKINS & Co.

This excellent paper on the important art of selling saws was delivered before the Kentucky Retail Hardware Dealers' Association at its convention in Louisville.

Upon your sales force depends the success with which Saws or any other tools can be sold to the very best advantage, as a Saw possessing the finest qualities and highest merits cannot be successfully offered so as to obtain the greatest return of immediate profit and best results in creating an increased demand for more Saws from the advertisements of a well satisfied customer unless your salesmen properly present the Saw to prospective customers in a skillful, forceful and courteous manner.

To sell saws easily a salesman must study the peculiarities of each customer, tell his tale and stop when he has said enough. He must try to discover the faults or weaknesses or prejudices of the prospective buyer and overcome them with tactful, logical arguments.

HE SHOULD STUDY THE GOODS CARRIED IN STOCK

and in a general way be able to discuss familiarly any process of construction of the tool from raw material to the finished product and talk intelligently of the advantages of such process. This information can be had from studying manufacturers' catalogues, booklets and circulars and by talking with their traveling salesmen, as all who are posted are willing to talk freely on this subject. An earnest argument made by a cool, well balanced salesman will usually convince even an exasperatingly stubborn purchaser.

To select good saws a careful study of conditions in your locality, coupled with your past experience and consultation with Saw salesmen, will enable you to put in stock patterns which will sell rapidly and which will give satisfaction. The number, the class and the skill of mechanics and the kind of work they are doing are all important factors to consider, but all

SAWS SHOULD BE SELECTED FOR THE REAL UTILITY

and actual intrinsic value which they possess, bearing in mind that nearly all good mechanics want the best tools they can afford to buy. They are willing to pay a fair price for a good Saw. The real value of any article depends on the buyer's state of mind, and the size of his pocketbook influences his mind when he has a desire to purchase an article which he needs or fancies he needs.

For a stock of hand saws five or six different patterns, well chosen to sell at different prices, will be highly profitable. It would be well to have Hand Saws to retail each at \$2.25, \$2, \$1.50, \$1.75 and 50 cents, carrying mostly the better grades. By having Saws of all prices you have an

ARGUMENT THAT STRIKES THE PURCHASER FORCIBLY,

as you can give him a Saw at most any price he wants to pay, and you have an opportunity to recommend and try to sell what you find most profitable and satisfactory. The assortment should consist of Hand Saws, 26 inches long; Rip Saws, 28 inches long; Panel Saws, 18 and 20 inches long, etc., with teeth assorted according to the quality of the saw and the work it must do. The greater majority of 26-inch Hand Saws are used with teeth 8 points to the inch, but in green timber are sold with but 6 and 7 points to the inch. For fine cabinet work and high-class interior finishing they are used with teeth as fine as 12 points to the inch. Rip Saws with graduated teeth are usually used with 4½ to 5½ points to the inch, but the conditions of your trade may require carrying more or less of other sizes and points. This is true of all small Saws, such as Back Saws, Butcher Saws, Compass Saws, Hack Saws, Work Saws, &c., as the variety and quantity of small Saws to be carried depend on the volume of your trade and the location.

Crosscut saws are used in almost as great variety as Hand Saws and the quality, length, pattern, style, teeth and finish should be determined by the size and character of timber in your territory and the extent of active timber operations carried on.

GREAT CARE SHOULD BE EXERCISED

to have a full stock on hand at the beginning of the season to fully supply the demands.

Attractive displaying of Saws in wall cases having glass fronts will help increase the demand for them, second only to a nice window display. Both methods should have attention, as anything which suggests to a prospective purchaser that you have a complete variety of Saws will make him instinctively call on you when he is ready to buy, as your display will talk for your Saws when the other fellow's Saws, if hidden in drawers, will continue to sleep until they are out of date.

The arrangement can be in tasteful groups which attract the eye and leave a lasting impression of your stock.

Another business creator is a nice display board with a velvet or black background, showing a line of Saws and fine tools of all classes. This is a medium especially valuable to such of you as carry a large line of high grade mechanics' tools, as the articles can be grouped in artistic arrangement that unconsciously will be remembered by every one who sees it.

You doubtless advertise in local papers and should during seasons mention Saws and other tools. If you put a little "ginger" in your ad you will see results

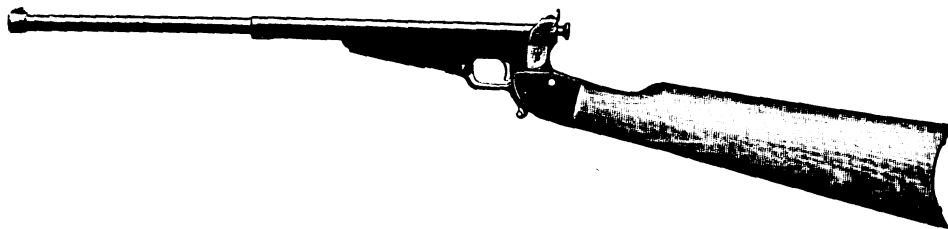
THAT WILL BRING SMILES OF CONTENTMENT

to your face that will reflect the wisdom of your progressiveness when you look at the profit account.

THE HAMILTON RIFLE NO. 15.

The Hamilton Rifle Co., Plymouth, Mich., are the manufacturers of the popular lines of .22 calibre Rifles bearing their name, of which we present an illustration of No. 15, which is listed at \$1.50. This is a Take Down model of genuine walnut stock. Full

adapted to the use either of the young American sportsman who is experiencing his first enthusiasm for outdoor sports or the older and more experienced hunter, who readily appreciates the various characteristics which combine to make the Hamilton Rifle of acknowledged merit.



THE HAMILTON RIFLE NO. 15.

length 28½ inches. Distance between sights 16 inches. Lever action. Rear adjustable peep sight, and is chambered to take .22 calibre short and long rim fire cartridges. In following new methods of rifle building, the Hamilton Rifle Co. have been able to produce different models, of which this is the lowest priced, each one in a class of its own, and each in its individual way

THE UMPIRE'S TURN.

"Charley, dear," said young Mrs. Torkins, at the baseball game, "doesn't that man with the blue clothes run, too?" "Not till after the game is over. Then he runs and hides." *Washington Evening Star.*

RECENT TRADE PUBLICATIONS.

THE DUCHARMES & Co., Shelburne Falls, Mass., with a New York office at No. 157 Chambers Street represented by the Joseph F. McCoy Co., have favored us with their Catalogue No. 2, in which are described and illustrated their improved Electrician No. 1, Hand D No. 5, Peerless No. 7, O. K. No. 9 and Dandy Jewelers' Screw Drivers, Screw Driver Bits, Perfect Nail Sets, Ice Picks, Scratch Awls, Rimmers, Center and Tinner's Punches and Ship Carpenters' and Belt Awls. A price list is also included in the catalogue.

THE ENTERPRISE MANUFACTURING COMPANY OF PA., Third and Dauphin Streets, Philadelphia, and No. 10 Warren Street, New York, have favored us with a copy of their 1906 catalogue of Patented Hardware Specialties. The contents include a line of Sad Irons, Meat and Food Choppers, both Hand and Power, Grinding and Pulverizing Mills, Sausage Stuffers, Lard and Fruit Presses, Meat Hooks, Corrugated Spouts, Bone, Shell and Corn Mills, Coffee Mills, Measuring Faucets, Paint Faucets, Measuring Pumps, Smoked Beef Shavers, Cheese Cutters, Bung-Hole Bore, Tobacco Shavers, Tobacco, Root and Herb Cutters, Tincture Presses, Cork Presses, Lawn Mowers, Lawn Sprinklers, Meat Juice Extractors, Fruit, Wine and Jelly Presses, Cherry Stoners, Raisin and Grape Seeders, Vegetable Slicers, Ice Shredders, Flag Pole Holders, Mole Traps, Cobblers' Kits, etc.

BEALL BROS., Alton, Ill., manufacturers of Old "Alton" Coal Miners' Tools, Miners' Supplies and Shovels, Spades and Scoops, are distributing their illustrated catalogue and price list covering their line of high grade heavy hammers, railroad picks, track tools, etc. These goods are now being manufactured at their new factory which was started some six months ago. In the forefront of the catalogue are illustrations of their three factories: One for the manufacture of Miners' Tools and Miners' Supplies; another for making Shovels, Spades and Scoops; and the third for making all kinds of Heavy Hammers and Track Tools. Included in the contents will be found railroad, tamping, surface and ore picks; mattocks, drifting and poll picks, coal picks, striking hammers, blacksmiths' sledges, coal miners' mauls, blacksmiths' and engineers' hand hammers, stone sledges, spalling napping and hand drilling hammers, mason and stone breaking hammers, stone axes, quarry picks, stone wedges, macadamizing hammers, railroad track chisels, etc., etc. This is a very complete catalogue of the lines of goods mentioned and may be had upon application.

SIMONDS MANUFACTURING Co., Fitchburg, Mass., makers of saws, machine knives and crucible sheet steel, have recently issued a booklet entitled "Simonds Guide for Millmen." In the introduction, the company state: "In offering this treatise on the care and handling of saws, we aim to separate each kind, and treat each differently, suggesting such rules as have been found to be the most practicable to obtain the best service from the different kinds and styles of saws. In the latter part of the book we illustrate the principal kinds of saws treated on in this work, giving at the same time their list prices. We also give a table showing the standard number of teeth in circular saws, both for splitting and cutting off; also table showing gauge and its equivalent in fractions of an inch, thousandths of an inch, and in millimetres. We trust that our readers will appreciate our endeavors to bring before them this work, and that same will prove to them a valuable aid in the care and selection of saws. There is no manufactured article of which more is required than large saws for log sawing. Our improvements have demonstrated that saws can be made as reliable as the most common article, and we issue this book to explain some of the principles which govern them, that errors may more readily be discovered and corrected."

ROLLMAN MANUFACTURING Co., Mt. Joy, Pa., have distributed to the trade a booklet illustrating a series of proofs of newspaper ads. Electrotypes of these cuts will be sent by that company to any dealer handling the Rollman Food Chopper. In designing these ads., the company are prompted by a desire to help their customers "secure general publicity as well as to advertise the Food Chopper in particular." These ads. have been copyrighted. Their Catalogue No. 1160 has also been received, devoted to the line of household specialties manufactured by them. This includes their Food Chopper, Peanut Butter Machine and Spice Mill, Cherry Seeder, Apple Cutter, Peach Stoner and Potato Cutter.

AMERICAN TAP & DIE Co., Greenfield, Mass., are distributing to the trade their 1906 catalogue No. 2 of "Adamantine" Threading Tools. A new factory for this department of manufacture has been erected within the past year, which has been fully equipped with the latest and most modern machinery and tools for making screw-cutting articles. The contents include screw plates, tap wrenches, adjustable stocks, machine screw, machinist hand, machine or nut, taper, pulley, horse shoe, bit brace, blacksmiths' taper, Beaman & Smith holder, stove bolt, boiler, patch bolt, spindle stay-bolt, mud wash-out, stay-bolt, short and long hob and Sellers hob taps, pipe hobs, screw dies, gas fixture taps and dies, die holders, adjustable square bolt and square pipe dies, pipe stocks, etc.

SIMMONS HARDWARE Co., St. Louis, Mo., are sending out their 1906 catalogue No. 506 of "Leader" Baby Carriages and Go-carts. The entire line is thoroughly illustrated and described, as well as an extensive assortment of parasols for same. A portion of this catalogue is devoted to a line of "Siberia" refrigerators, as well as to "Leader," "White Clad" and Opalite refrigerators. The Savin Ice Pad is also shown, and a line of water coolers and filters, "Wonder" and "White Mountain" ice cream freezers, boys' wagons, automobile wagons, hand cars, velocipedes, tricycles, croquet sets, clothes hampers, willow clothes, lunch and work baskets, iron and brass bedsteads, wood and brass cribs, cradles, davenport, woven wire mattresses, wood-frame cots, rocking chairs, Morris chairs, etc. Their catalogue No. 507 is devoted to their "Banner" line of baby carriages and go-carts.

THE ALLEN GERM-PROOF FILTER Co., Toledo, Ohio, have issued a catalogue describing and illustrating the merits of the Allen Germ-Proof Filter. Sectional views are also given of the unglazed porcelain tubes used in their filters, besides several views of public buildings in Toledo in which these filters are in use, including the new Lucas County Court House, the Central High School Building and U. S. Custom House and Post Office. Numerous testimonials are also published. This is a very seasonable catalogue, and should be sent for.

CHARLES PARKER Co., Meriden, Conn., with New York sales-room at 32 Warren Street, have favored us with their latest revised catalogue and price list of vises. These vises are adapted to locomotive works, car builders, machinists, gun, sewing machine and carriage manufacturers, jewelers and artisans generally. Illustrations and descriptions are given of Parker's swivel, stationary and swivel heavy railway, Hall's Sudden Grip, Parker's stationary and swivel Victor filers', wood workers', watchmakers' and jewelers' vises; combination pipe, interchangeable jaw and stationary and swivel coach makers' vises; oval slide, heavy chipping or filing, die sinkers' adjustable, saw filers', Vulcan stationary and swivel coach makers' vises. The contents also include a line of parallel and heavy railway vises as well as ratchet drills.

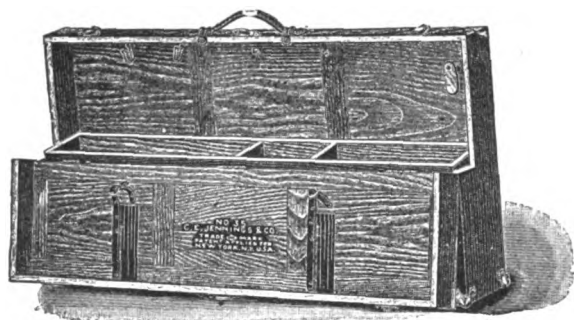
BERGER BROS. Co., manufacturers of tinner's and roofers' supplies, No. 237 Arch Street, Philadelphia, Pa., have distributed their 1906 catalogue and price list. The contents include a full line of gutter and pipe hangers, pipe hooks and fasteners, steel roofing and siding, roofing, Russia and American planished iron, galvanized and black iron, sheet zinc, sheet copper, metal lath, rivets, bolts, solder, registers, ventilators, hods, elbows, ears, handles, valves and plungers. These goods are thoroughly illustrated and described. This company are large manufacturers of tin andterne plates, eave gutter and pipe, tinner's machines and tools, galvanized and copper cornice work, malleable and grey iron castings and tinning. The catalogue is a complete one, and will be found very useful to those interested in these lines.

GIFFORD-WOOD Co., successors to William T. Wood & Co., Arlington, Mass., and Gifford Bros., Hudson, N. Y., with shops at Arlington, Mass., and Hudson, N. Y., are sending out their catalogue of Ice Handling Machinery for the Summer of 1906. The contents include Hand Plows, Bar Chisels, Starting Chisels, Floor Shavers, Splitting Chisels, Hoisting and Lowering Tongs, Ice Axes, Hatchets, Chippers, Hand Saws, Cleavers, Hooks, Shavers, Breakers, Aprons, Crushers, Scales, Runs, Skids, etc. In addition to this catalogue, they will also be pleased to send a full descriptive catalogue of tools and machinery, upon application.

NEW GOODS AND SPECIALTIES.

CARPENTERS' NEW HAND TOOL CASE NO. 35.

C. E. Jennings & Co., 42 Murray Street, New York, have added to their useful assortment of tool cases adapted to special uses, a Carpenters' New Hand Tool Case No. 35, of which we give an illustration. It is made from selected hard wood, handsomely finished, and with paneled sides. It is furnished with a brass lock, and with leather handle, having rings for strap to pass over shoulder; has metal clasps and is provided with metal corners; a saw rack for holding four saws, including a 28-inch rip saw; and hooks for holding brace and coping saws. Has a wood button for a try square, a partitioned tray for bits, chisels and small tools; with sufficient space in the bottom to hold

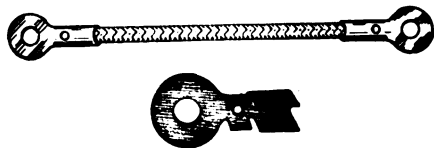


CARPENTERS' NEW HAND TOOL CASE NO. 35.

planes, levels, etc. It is designed so it will take in a steel square with an 18-inch tongue. To put the steel square in case, it is necessary to place the square back of tray with end of body and end of tongue resting on bottom of case. The outside dimensions of this case are: Length, 34 1/4 inches, height 17 inches and width 6 inches. The inside dimensions: Length 33 inches, height 15 1/4 inches and width 5 inches. The inside dimensions of removable tray: Length, 32 1/2 inches, height, 1 3/4 inches and width 4 1/4 inches. The weight of case when empty is 15 pounds, while a crate holding 6 ready for shipment is about 100 pounds.

DUPLEX WIRE TERMINALS.

The Bliss-Chester Co., of Providence, R. I., are manufacturing a series of Duplex Wire Terminals, of which we give an illustration. All wire in automobiles and motor boats should be thoroughly insulated, and the ends fitted with copper terminals.



DUPLEX WIRE TERMINALS.

These terminals can be easily attached with or without solder. The manufacturers recommend soldering them to the wire for the best results. The short clips are designed to clamp the bare strands of wire, and the long clips clamp the insulation and prevent its working back, which often causes the wire to break off at the terminal. Electric tape can be used to insulate the terminal so that only the round head remains bare. The ends of all wires used should be fitted with terminals, even the short wires connecting the dry cells. Terminals insure a good contact and lessen the external resistance in the circuit which the current has to overcome thereby increasing the mileage obtained from a set of dry cells.

BLACKSMITHS' HOOK AND HANDLE RULE.

The L. S. Starrett Co., of Athol, Mass., among the numerous high-grade tools with which they are identified, are manufacturing the Blacksmiths' Hook and Handle Rule, No. 465, shown in the illustration herewith. These rules are made from hard-rolled sheet brass 1-10 inch thick, one 1-16 inch wide, with heavy gradu-

ations and figures, graduated from the end in 16ths of an inch on one side and from the inside of the hook in 16ths of an inch on the other, adapting them for taking correct measurements



BLACKSMITHS' HOOK AND HANDLE RULE.

from either the outside edge of a hot piece of iron, or from the inside when held against a corner. They are graduated twelve inches, have flat handles and measure over all 16 3/4 inches.

STARRETT'S POCKET SCREW DRIVER NO. 554.

The L. S. Starrett Co., Athol, Mass., are the manufacturers of the useful little tool we show herewith in its actual size. This nickel-plated screw driver is made with a check to hold the blade

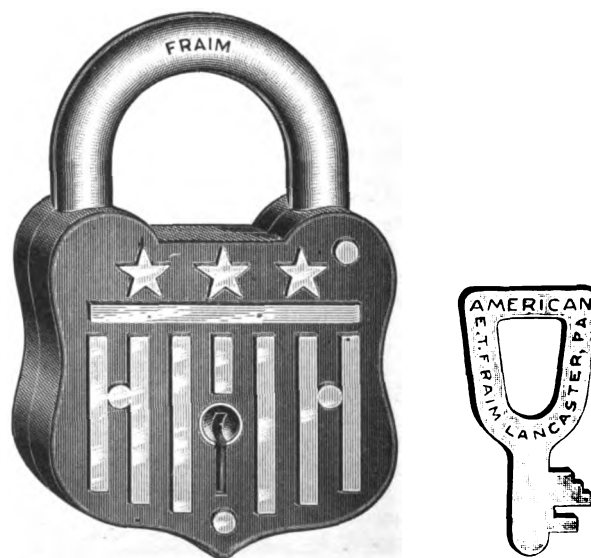


STARRETT'S POCKET SCREW DRIVER NO. 554.

firmly into a split socket when in use. To carry in the pocket, on key-ring or watch chain, the blade may be removed by slightly loosening the chuck, then reversed and telescoped through the socket nearly full length, and held safely by tightening the chuck. Screws in eye glasses have a provoking way of getting loose. This little tool is just the thing to have on hand in such cases.

NEW AMERICAN PADLOCK NO. 477.

The Keystone Works, (E. T. Fraim, proprietor) Lancaster, Pa., are placing on the market what are known as the New American line of padlocks, ornamented as they are by the Stars and Stripes. They are made in four sizes, from 1 1/2 inches to 2 3/4



NEW AMERICAN PADLOCK NO. 477.

inches. We present herewith an illustration of No. 477, size 1 7/8. They are made of pressed steel with malleable steel oval shackle, brass studs and cylinder, having self locking spring shackles, and two keys each. The locks have nine changes. Each padlock is made in three styles: Black japanned, with brass plated shackle; the same style having the design bright burnished, and the same style with full brass finish. They are quite attractive in appearance, and make good sellers.

EMPIRE PUNCH KNIFE.

The Empire Knife Co., Winsted, Conn., is placing upon the market a pocket knife that has an improved gouge blade, upon which a patent has been applied for, and we give an illustration of the knife herewith. The blade is drop forged from the best cutlery blade steel, having a round back and a cutting edge up-

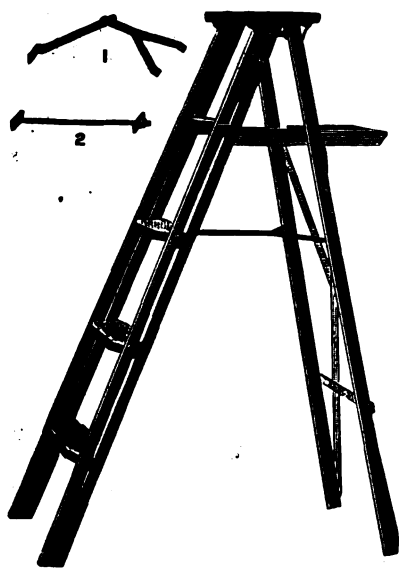


EMPIRE PUNCH KNIFE.

lifted from the flat part of the blade, which can be ground and kept keen and sharp, so that by a turn of the wrist and a slight pressure it will cut a smooth hole of varying size. The knives are designed for use in mills or factories, for horsemen and harness-makers, and for general use about the farm or stable. They manufacture this knife in ebony and stag in one regular blade, as shown in the illustration, and also with two regular blades.

THE "UNIQUE" STEP LADDER.

The Udell Works, Indianapolis, Ind., are placing before the Hardware trade what is claimed to be one of the most substantial, best constructed and durable step ladders ever placed on the market. It is called the "Unique," and we give an illustration of the same accompanying this. It is made more durable by the iron bolt running from one stile to the other under each step. On each end of each bolt is a piece of malleable iron, which acts as



THE "UNIQUE" STEP LADDER.

a washer. In this piece of malleable iron are two holes, in which are driven their famous barb wire nails. These nails penetrate the steps, being driven through the stiles. The steps are set into slots in the stiles, which these barb wire nails make almost impossible that they should ever work loose. Should they do so, however, they can easily be tightened by a turn of the nut on the bolt under the step. Another unique feature of this ladder is the new automatic leg brace, which absolutely prevents the ladder from "walking," enabling it to stand perfectly rigid when open. The braces or strips on the legs are bound by pieces of stamped steel, which prevent them from becoming loose at the joints. They are constructed of white Norway pine only.

WHITE DAISY WASHING MACHINE.

White Lily Washer Co., Davenport, Iowa, is placing upon the market the White Daisy Washing Machine which is a new washing machine of the rubber or ball-bearing type, and is claimed to possess many advantages over other machines similar in construction. We give an illustration of the machine herewith. It has a double ball-bearing at both the top and bottom, instead of a single ball-bearing such as is used in other machines



WHITE DAISY WASHING MACHINE.

of this type of manufacture. The advantage of this is readily understood, when it is considered that any bearing to work in perfect alignment must have two points of contact. It is claimed that this makes the machine keep a perfect alignment, revolve easier and work to better advantage in every case. It is the only machine of the rubber type that has a corrugated tub. By using the corrugated tub, the operator not only rubs the clothes



WHITE ROSE WASHING MACHINE.

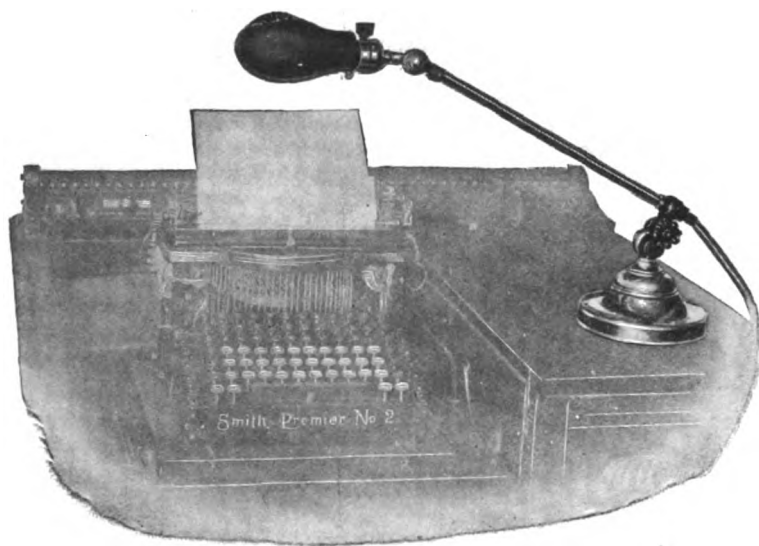
on the top and bottom, but also on the sides, which enables this machine to wash clothes cleaner than would be supposed possible. The tub is manufactured out of the finest grade of Louisiana red cypress, which is less susceptible to expansion and contraction because of hot and cold water, than any other lumber known. It possesses a hinged cover, the advantage of which is, when the operator is through washing the cover is quickly lifted, and the

water runs back into the tub; whereas if one uses one of the old-style loose covers, when through washing it becomes necessary to find something to lay the cover upon, otherwise the water and soapsuds would be all over the floor. The frame and wringer board is especially referred to. The frame is made of the very best material, and well braced by four iron braces running diagonally across the frame, while the wringer board is a special invention of the company, being a continuation of the frame and fitted with a sliding drip board, so that the wringer can be kept attached to the machine all the time, saving the trouble of removing the wringer at every washing.

THE WHITE LILY WASHER CO., in addition to the above, are placing upon the market The White Rose Washing Machine which is claimed to be the only ball bearing rotary washer known to the trade. Realizing that there is a demand for a washer that is equipped with ball bearings, the White Rose is a ball-bearing machine in every sense of the word. These bearings run in ball races, turned from the very best grade of Bessemer tool steel. The bearings are so fine that the White Rose claims to run fully 100 per cent. easier than any other washer made. The tub is made from a selected grade of Mississippi and Louisiana red cypress, filled and varnished in a natural finish, and bound with heavy galvanized hoops, making an extremely durable tub. The hinges are put on with bolts, and every part is reinforced wherever necessary. The iron and steel parts of the machine being taken from selected stock are thoroughly guaranteed.

NEW ADJUSTABLE PORTABLE LAMP NO. 5P.

The D. C. White Company, Worcester, Mass., are engaged in manufacturing the most practical standard adjustable fixtures for incandescent lamps made for use and application to roll-top desks. They are made with that degree of care given to the applicability that has already created a large demand. The moderate price at which they are marketed, justifies the extensive



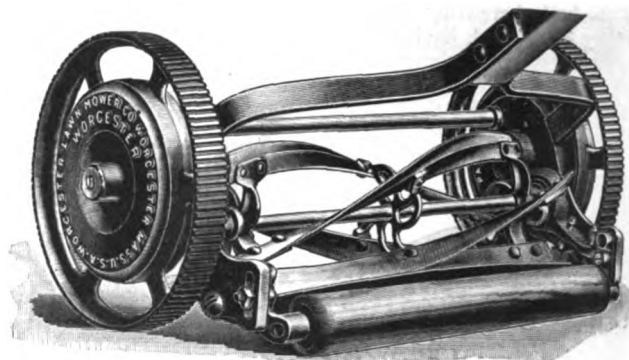
NEW ADJUSTABLE PORTABLE LAMP NO. 5P.

sale which they enjoy. We give an illustration of their Portable Lamp No. 5P, which shows the many uses for which this new portable is especially adapted. Perfect illumination of copy, work and keyboard on the typewriter, with absolute protection for the eyes of the operator, and show an ideal lighting effect over a roll-top desk. It is claimed it can be employed with the same results for lighting a flat desk as a reading or study lamp. The base is new in design and construction, and affords a perfect support for the lamp and shade on extreme leverages. The joints are japanned iron and finished gun-metal, while the lamp arm is of heavy brass tubing. The whole is plated and finished. They embody mechanical principles which permit turning, dipping and sliding adjustments to any position or angle by frictional tension secured at one point of fastening. The large sizes of electric cord can be used in this portable. Protection from abrasion is afforded at every point by insulated bushings of hard fibre. In its use it brings the lamp just where it is needed over the work, securing the best possible service from the light, and permitting the use of low candle-power lamp with correspondingly low cost for current.

WORCESTER LAWN MOWER.

Worcester Lawn Mower Co., Worcester, Mass., J. C. McCarty & Co., No. 10 Warren Street, New York, selling agents, are the

manufacturers of the Worcester Lawn Mower, of which we give an illustration. It is a ball-bearing machine that has a drive wheel of ten inches. It is provided with large wheel bearings, with ball races $1\frac{1}{2}$ inches in diameter, with tool steel balls 5-16

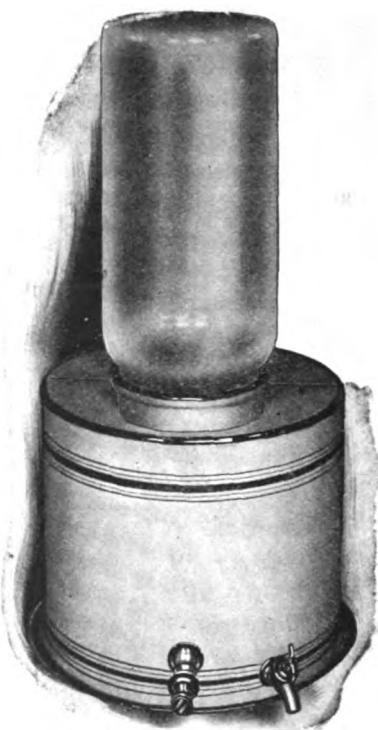


WORCESTER LAWN MOWER.

of an inch in diameter. It has ground cones and a patent cone adjustment, from which the cones cannot work loose. The reel has four tempered tool steel knives. The manufacturers claim this mower to be of the highest grade of materials, and the easiest running machine on the market. It has an under knife made especially for this machine, by welding a piece of tool steel a half-inch wide to a piece of Bessemer steel which is then hardened and ground, making the best under knife ever put on a lawn mower. It is made in five sizes: 12 inch, \$14; 14 inch, \$15; 16 inch, \$16; 18 inch, \$17; and 20 inch, \$18.

A SPECIAL OFFER.

The Rose Manufacturing Co., 505-513 W. 50th St., New York City, is offering to the trade their Family Water Cooler, Model



ROSE FAMILY WATER COOLER, MODEL F.

F., shown herewith, at the greatly reduced price of \$40.00 a dozen with bottles. They were formerly sold at \$7.00 each, retail, without bottles. As these Water Coolers are considered to be the best of their kind and adaptable for home use, and as they are guaranteed in every respect to be free from defects, it will be of advantage to any dealer interested to write for further particulars about this special offer.

JUST AS HE THOUGHT.

A small boy was reciting in a geography class. The teacher was trying to teach him the points of the compass. She explained: "On your right is the south, your left the north, and in front of you is the east. Now, what is behind you?"

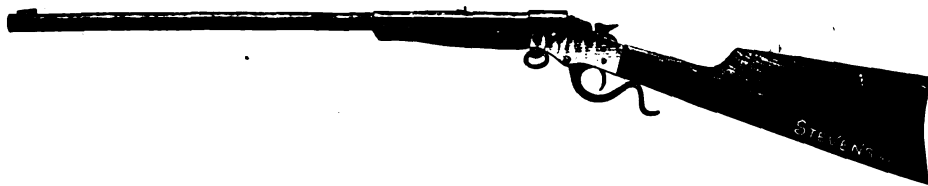
The boy studied for a moment, then puckered up his face and bawled: "I knew it. I told Ma you'd see that patch in my pants."

J. STEVENS ARMS & TOOL CO.'S IMPROVEMENTS.

The J. Stevens Arms & Tool Co., Chicopee Falls, Mass., with a constant endeavor on their part of so improving their firearms that they will invariably be found up to date in every respect,

CHAIN AND NAIL MAKING.

The following interesting account of the Dudley chain and nail industry is taken from a report by Miss Martindale, lady inspector of factories: Chain and nail-making, says the *Iron-*



STEVENS FAVORITE RIFLE NO. 17.

have taken their Favorite Rifle No. 17 and by the addition of a sporting rear sight and a Rocky Mountain front sight, as shown in the illustration herewith, have so greatly improved it that it is destined to be more of a favorite than ever. This addition will

mongers' Chronicle, may be classed as a home industry. The workshops are usually situated in the back yards of cottages. In each workshop there are several separate benches or "stalls," on which the metal is shaped, and in the centre a large furnace with



SPORTING, REAR SIGHT.



ROCKY MOUNTAIN FRONT SIGHT.

undoubtedly add materially to the value of the rifle, and yet they are not making any advance in the price. Among other improvements, they have added a new extension rib to the No. 250 series of their hammer guns, and their No. 350 series of hammerless

bellows, or in the chain workshops a small furnace to each stall. The workers hire these stalls, and the rent which they pay usually covers the use of the glee. They obtain the iron in the form of bundles of long strips from the warehouses; each bun-



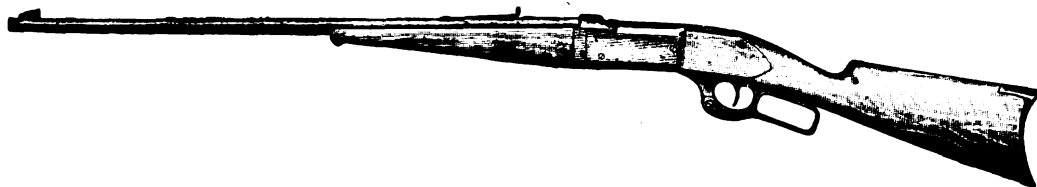
NO. 250 RIFLE—SHOWING THE EXTENSION RIB.

guns. The new check hook, which they are using on all their double-barrel guns, takes off all strain from the forearm, and these two improvements make the guns in the series noted above especially strong, preventing their shooting loose in the heaviest charges of dense powder.

SAVAGE "MODEL 1899" TAKE DOWN RIFLE.

The Savage Arms Co., Utica, N. Y., with very slight alteration have been able to convert their regular "Model 1899" Rifle into a Take Down, as shown in the accompanying illustrations, without

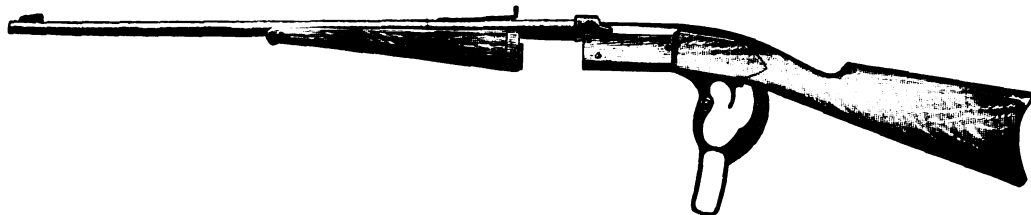
dle weighs about 60 lbs. On taking out the iron they are informed of the price they are to receive and the amount of waste which is allowed. Whole families are found employed in one workshop; in one place a woman of 70 and her three married daughters are all busily engaged. The hours do not seem to be excessive; many of the women do not work on Monday, and only a few hours on Saturday morning. In several of the workshops the period of employment is from 9 A. M. until 9 P. M. Certain of the workers take apprentices. In nail-making the period of apprenticeship, during which they receive no wages,



SAVAGE "MODEL 1899" RIFLE.

in any way sacrificing strength or durability. The Take Down feature is referred to as being the simplest that has ever been devised for a high-power rifle, and to be no more trouble to take this rifle down than it is the ordinary double-barrel shot gun. When

is nine months. In chain-making the length of apprenticeship is one year. Nail-making by hand is become gradually less. With regard to chain-making this is not the case, owing to the difficulty experienced in devising a machine. It is undoubtedly

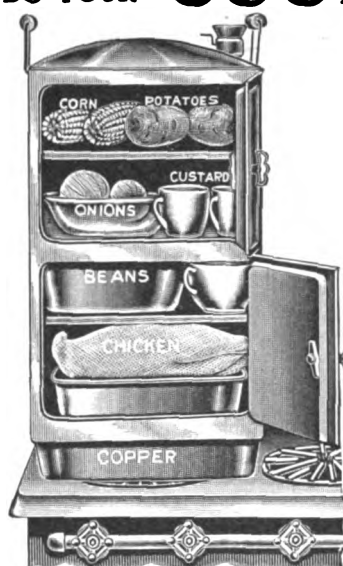


SAVAGE "MODEL 1899" SHOWING THE TAKE DOWN FEATURE.

the rifle is assembled and the fore end in proper shape, the barrel and receiver are locked securely together. This is claimed as being a distinctive feature of the Savage Take Down. The Savage Arms Co. can furnish any of the round barrel "Model 1899" rifles illustrated in their catalogue, with Take Down feature, at an additional charge of \$5, excepting the Featherweight.

very arduous work, and carried on in squalid and poor surroundings.

To endeavor to work upon the vulgar with fine sense is like attempting to hew blocks with a razor.—POPE.

LET ME
DO YOUR**COOKING**

Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards—in short, the whole meal for the whole family—into my ample shelves and cook it, as food never was or can be cooked in any other way, over ONE BURNER of stove, range, gas, gasoline or oil stove?

I come in both round and square shapes—both kind have whistles
Prices \$2.00
\$2.50, \$3.00,
\$4.50 up.

No watching; no basting; nothing overdone nor underdone. I am the

IDEAL COMBINATION STEAM Cooker & Baker

made of heavy tin or copper, with all copper seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I blow my whistle 20 minutes before water needs replenishing; never go on a strike nor talk back. I cut the cost of fuel and work in half, save time and wear and tear on your temper and vocabulary. I hold 12 one-quart cans in canning fruit. Write now for FREE BOOK, 48 pages. It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

Mr. Dealer

Do you know there's a demand for a good steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

Our Advertising Helps You to Sell IDEAL Steam Cookers.

A reproduction of the advertisement shown herewith will be read in leading publications every month by

OVER TEN MILLION WOMEN

The thousands who answer this advertisement will be referred by us to local dealers carrying our line.

Your Customers Will Demand our Goods. Are You Prepared to Supply Them?

Take advantage of this opportunity to profit by our expenditure.

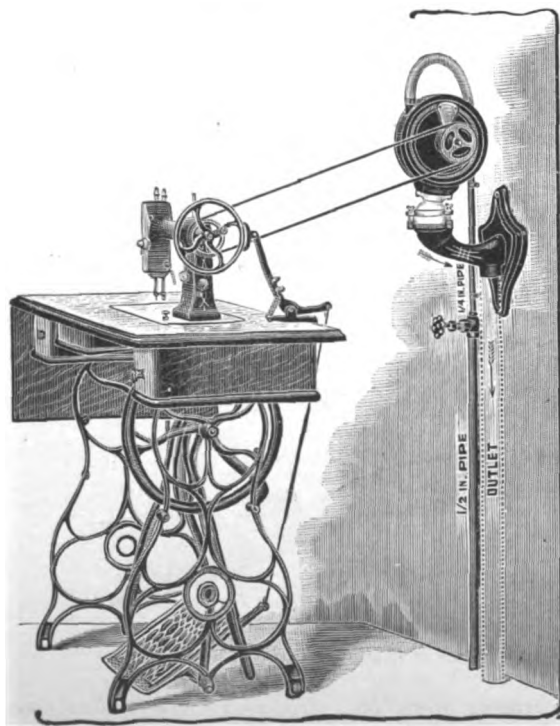
48 PAGE BOOK FREE—Write for it to-day, with confidential prices for dealers.

Our Catalogue fully describes 100 other household and kitchen specialties.

The TOLEDO COOKER CO. 1336 to 1342 West Bancroft St. TOLEDO, OHIO.

THE POLAR WATER MOTOR.

The A. Rosenberg Motor and Mfg. Co., Baltimore, Md., are the manufacturers of the Polar Water Motor shown in the illustration herewith. The Motor which we illustrate is the seven-inch decorated and enameled Adjustable Water Motor. It has a steel shaft 5 inches long, $\frac{3}{8}$ inch diameter, with brass



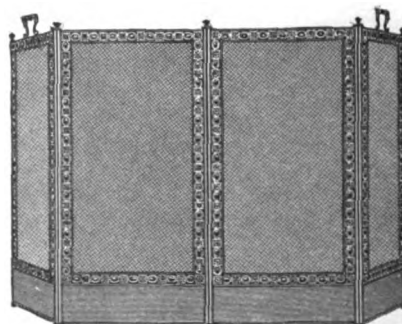
THE POLAR WATER MOTOR.

hub, brass discs and brass pulleys, for either round or flat belt. It is shown here driving a family sewing machine, with auto-brake (will fit any sewing machine.) It can be run on any ordi-

nary house supply with 20 to 75 pounds pressure. It can be used with any pressure above 75 pounds when used for driving light machinery. Uses from 10 to 20 cubic feet of water per hour. The same Motor can be used for running a fan.

THE PROJECTOR OF SOME HANDSOME FIRE SCREENS.

The S. M. Howes Co., Boston, Mass., produce some of the most artistic and decorative Fire Screens which it is possible to conceive of; and as a guard against vagrant sparks that sometime interfere with the peaceful serenity of the occasion, they are convenient and positively safe. The principal enjoyment of a modernly constructed dwelling is the glowing fire emanating from the open fireplaces, with which they are adorned; when



the convenience of their folding screens may well be studied, particularly as they may be folded and placed to one side of the glowing embers, where they do not disturb the artistic harmony of their surroundings. Their screens allow a free passage of heat from fireplace to room. They make brass screens to conform to the best representations of the various art periods, in a large variety of sizes, which they can furnish to correspond with fixtures for lighting and other Hardware. They also make a large variety of black and gilt finished screens of a cheaper metal, so that their screens meet all requirements. Prices from \$1.50 to \$50, according to size and material. Complete illustrations and prices will be sent on request.

OUR CANADIAN LETTER

TORONTO, May 5, 1906.

ONTARIO HARDWARE DEALERS ORGANIZE.

At last Ontario Hardware men have followed the example of the retail Hardware merchants in the United States and Western Canada and have organized for the betterment of trade conditions and the correction of the many abuses that exist in Ontario as well as other sections of Canada and the United States. The catalogue house evil is not so important a factor in Canada as in the United States but the mail order houses are steadily gaining strength and the postmasters throughout Canada have recently formed an association, one of the demands of which is the right to compile lists of names of persons receiving mail at their offices and the unrestricted right to sell such lists to mail order and patent medicine concerns. There are numerous evils which require action on the part of an association but the chief of these is the price-cutting in wire nails and fencing, cement, churns, etc., and the sale of paints, cutlery, tools, woodenware, etc., to druggists, grocers and general merchants who use these Hardware lines as a bait to catch trade in their own lines. Overcharges for cartage, freight and express are also important matters which deserve much consideration.

For a year past there has been a quiet but persistent educational campaign carried on in favor of organizing a Retail Hardware and Stove Dealers' Association in Ontario similar to the Western Association organized in Winnipeg two years ago. This finally resulted in a few of those favorable to organization getting in touch with each other and the calling of a convention in Toronto on Good Friday, on less than ten days' notice. Considering this, therefore, the representation of over two dozen at the convention and the receipt of letters from about a dozen more indicated the strength of the desire for an association.

THE GOOD FRIDAY CONVENTION.

A. W. Humphries, Parkhill, the convenor of the convention, was the chairman of the convention, and Weston Wrigley, who as editor of *Hardware and Metal*, had been chiefly responsible for the agitation in favor of organization, was chosen secretary, both of these officers being re-elected when it was definitely decided by the convention to organize as the Retail Hardware and Stove Dealers' Association of Ontario. The other officers chosen were W. G. Scott, of Scott & Murphy, Mount Forest, first vice-president; J. R. Hambley, Barrie, second vice-president, and John Caslon, Toronto, treasurer. These officers form the Executive Committee and they are actively pushing forward the work of organization, circulars having been sent to every dealer in Ontario and a Hardware merchant. O. M. Hodson, Bolton, having been set to work to enroll as many members as possible before the adjourned convention to be held in Toronto on May 15 and 16. At this convention a proposition will be voted upon that the new organization merge itself into the Retail Merchants' Association of Canada as a Hardware section, along with grocers, druggists, dry goods and other sections. The feeling is decidedly opposed to this, however, and the present association will, undoubtedly, continue as an entirely separate organization, co-operating only with the other associations of retailers in matters of legislation affecting alike all branches of trade.

At the time of writing over fifty members have been enrolled and about forty towns and cities are represented on the membership roll. It is expected that over one hundred will be in attendance at the convention. An interesting program of addresses has been arranged and the social features include a banquet to be tendered the delegates by the publishers of *Hardware and Metal* and an automobile ride around Toronto by the delegates.

EXCELLENT SPRING TRADE.

Jobbers in all the large centers report a lively spring trade in builders' Hardware, wire fencing, lawn goods, garden and farm tools, screens, refrigerators, and other Spring and Summer goods. Outdoor sporting goods have also had an exceptionally good sale owing to the fine, clear weather and dry Spring. Bicycling has experienced considerable of a revival, baseball is more popular than ever, while roller skating is again winning its way into popularity, roller rinks having been established in several places. Building is reported brisk in all parts of the country, the open winter having allowed contractors to clean up old contracts and get an early start this Spring. As for instance, the figures of Toronto might be quoted, they showing permits issued up to

April 30 this year amounting to \$3,343,168, as compared with \$2,086,964 in last year's record-breaking figures. Manufacturers and jobbers are rushing to keep up with their orders in the expectation of a heavy demand keeping up all season. With an exceptionally warm summer in prospect trade in screen doors and windows, freezers, refrigerators, lawn goods, hammocks and other Summer goods should reach record figures.

INDUSTRIAL AND TRADE NEWS.

Fred C. Lariviere, president of Amiot, Lecours & Lariviere, wholesale and retail Hardwaremen, Montreal, has returned from a trip to the States where he has made a study of mutual Hardware insurance with a view to developing a similar protective movement here. Mr. Lariviere is treasurer of the recently organized Hardware section of the Retail Merchants' Association in Quebec Province.

C. M. Cutts, Hardware dealers and manufacturers of retail ash sifters, Toronto Junction, have moved into fine new premises.

A glass factory is to be established at Eburne, a suburb of Vancouver, B. C.

Brandram Bros., London, Eng., represented in Canada by Henderson & Potts, Halifax and Montreal, are to establish a large lead corroding works at Montreal. The Carter White Lead Co. already have large corroding works at Montreal.

The Capewell Horse Nail Company's branch factory at Toronto has been greatly increased in capacity since its establishment last September. A new power plant is now being installed for lighting and factory purposes.

John M. Bond, who for over fifty years had been engaged in the Hardware business at Guelph, Ont., died suddenly in Montreal recently, aged 69 years.

John Miller & Co., Montreal, have been incorporated with a capital of \$100,000 to continue the wholesale Hardware and sporting goods business carried on by them.

Work has been begun on the new \$110,000-warehouse of the Marshall-Wells Co. at Winnipeg, the building to be ready for occupation next December.

The George Phillips Cut Glass and Cutlery Company, Sheffield, Eng., have opened a branch at Montreal.

The Wade Manufacturing Company, Dundas, are to manufacture silver-plated novelties.

The Starr Manufacturing Company, manufacturers of skates, bolts, nuts, etc., Dartmouth, N. S., are to form a merger with the Dartmouth Rolling Mills and the Dartmouth Electric Light Companies.

A strong deputation of jobbers and retailers visited Ottawa a fortnight ago and requested the Dominion Government to revise the law under which trade "combines" were proceeded against last Winter. It was pointed out that corporations, professional men and laborers were allowed to combine together in associations and merchants and manufacturers should have the same right. The request will probably be granted and no more will be heard of the scores of trade associations threatened with prosecution.

A NOVEL WINDOW DISPLAY.

One of the most original samples of window dressing shown in Canada this spring was the work of Mr. S. Wetmore in the windows of A. M. Bell & Company, Halifax, N. S. Mr. Wetmore is a traveler whose love of art has won for him an enviable reputation in many directions. The window displays, which were entirely original and made of stock goods exclusively at a cost of less than \$1 for material, are described as follows: The north window represents with perfect fidelity a farmhouse and mill, the wheel propelled by a stream of real water, which runs lightly over its pebbly bed. There are the stables, barn and usual outbuildings, while teams partly laden with hay stand about. In the foreground is the ferry, with boats all ready to take you across the tiny river. This flourishing property on all its fences and the walls of its outbuildings set forth the excellence of "Cyphers'" incubator, and in the south window, walking about in comfortable environment of a big brooder, are eighty-two little chickens, to whom the brooder serves the place of the wings of the mother hen, and who, through the medium of Cyphers'" incubator were hatched out recently. Eighty chickens out of a total of one hundred eggs is a fairly satisfactory result. Both windows were magnets for thousands during Easter week.

REVIEW OF THE MARKETS.

WIRE NAILS: The general trade are alive to the fact that the Wire Nail market is enjoying an unusual activity, and have been placing the orders that average up their stocks in fine shape. April has shown up well on the sales sheets. The continued activity in building requirements in all parts of the country makes it a confident market. Quotations are well maintained, and are as follows: f. o. b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|--|--------|
| Carloads to jobbers | \$1.85 |
| Carload lots to retail merchants | 1.90 |

New York.—The local demand is fully up to the standard, and the jobbers' prices are fully maintained. Small lots from store are quoted on a basis of \$2.15 per keg.

CUT NAILS: No change in prices was made at the recent meeting of the Cut Nail Association, the old quotations being reaffirmed. The current demand is a moderate one, but a steady increase in the sales is reported. Quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than New York; \$2 for less than carloads on dock, New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—The local market on Cut Nails is in good shape, and proper attention is paid to jobbers' prices, which are fully maintained. Quotations are on the basis of \$2.05 per keg for small lots from store.

BARB WIRE: Orders are being received by the mills in good shape for specifications on contracts, while the demand on account of new business is a satisfactory one, representing as it does a filling in for stock requirements. Quotations are firmly held as follows: f. o. b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | Painted. | Galv. |
|--|----------|--------|
| Jobbers, carload lots | \$2.00 | \$2.30 |
| Retailers, carload lots..... | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: Business is reported as being good; orders are being received in considerable volume by the mills, representing a demand from Telephone and Wire Fence makers, who are reported having a larger and more active consumption than usual. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers, 6 to 10. The other numbers of Plain and Galvanized Wire take the usual advances.

WIRE PICTURE CORD: Recent prices announced by the manufacturers of Wire Picture Cord indicate an advance of 10 to 15 per cent. in current quotations. The leading makers have had a conference to correct existing irregularities in quotations, of which the advance is the result.

REFRIGERATORS: While the leading makers of Refrigerators are reported as being almost filled up with orders to the limit of their production, on account of the high prices prevailing on almost everything used in their construction, they have decided to advance the prevailing prices 10 per cent. A comparison of cost of the various materials with prices which obtained five years ago would justify more than this stiffening in prices in the present condition of affairs.

ROPE: The following prices may be said to represent the market:

| | Cents per Pound. |
|-----------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12½ @ 13 |
| B Quality Manila | 11½ @ 12 |
| Pure Sisal, 7-16 and larger..... | 9½ @ 10 |
| No. 2 Sisal, 7-16 and larger..... | 8 @ 8½ |

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

| | |
|--|-----------|
| White Sisal (500 feet to the pound)..... | 9¼ @ 9½ |
| Standard (500 feet to the pound)..... | 9¼ @ 9½ |
| Standard Manila (550 feet to the pound)..... | 10½ @ 10¾ |
| Manila (600 feet to the pound)..... | 11½ @ 12 |
| Pure Manila (650 feet to the pound)..... | 12½ @ 13 |
| Less than car lots ¼ cent advance. | |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

| | |
|-------------------------------------|----------------------|
| In lots of less than 5 barrels..... | 43 cents per gallon. |
| In lots of 5 barrels or more..... | 42 cents per gallon. |

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil65 cents per gallon.

THE PHILADELPHIA TRADE.

The amicable settlement of the Anthracite Coal Strike has apparently dispelled the last cloud which overhung the horizon of trade, and now there appears to be no reason why we should not look for a continuance until Summer of the extraordinarily good demand which has been such a prominent feature of the year 1906.

It is remarkable how evenly and strongly this demand is maintained, and here it comprises so many varied lines of goods. Articles that in former years have been in slow demand, are now sought out and ordered in fair quantities. As an illustration we might mention a certain line on which for many years we have sent to our salesmen prices every Spring with very poor results. This year we decided not to send out any prices on this line, as the sales were too small to justify the trouble, but to our surprise we find that our April sales alone on these goods amounted to more than the entire sales in any previous year for some time, and as we had not taken the trouble to even remind our salesmen of the goods, it was certainly a remarkable illustration of the universal demand.


Naturally prices are firm and disposed toward higher figures. A notable scarcity has developed on Wire Cloth, although as yet no one has had the courage to mark prices up, but conditions would warrant a greatly increased price. Southern trade has been unusually good this year, but in the far South this is now drawing to its natural close—not to re-open until some time in June—but with cotton at present prices there seems to be every reason to look for a continuance of Southern prosperity. Locally there is a very satisfactory condition of trade. Dealers generally are busy, and although buying only for their immediate wants, are purchasing in the aggregate a great deal of Hardware.

BIDDLE HARDWARE CO.
James H. Ritter.

THE CLEVELAND TRADE.

To cause doubt of the integrity of men, interferes with prosperity. Confidence is more important than capital, without which business could hardly continue. Experience teaches that a large majority of men are honorable, but if the headlines are accepted as true, real rascals are only distinguished from the rest of us, in having the opportunity, or in being found out. We have been surprised to find that among great financiers some have proved unworthy but peculiar conditions have contributed more than criminal intent to much of this irregularity. No State, county or township treasurers in Ohio had reason for thinking they were doing an unlawful act in accepting compensation for the use of funds that came into their hands providing the money was ready when the public wanted it. They had the custom of a hundred years to justify their actions. In a spasm of virtue it is well to provide against wrong, but universal condemnation for men who may not have risen above the generally accepted moral status leaves no dividing line between unintentional and intentional criminality, which is dangerous to all moral sense and opens the way of escape for the real criminal from public

FILES




**Nicholson
Arcade
American**

**Great
Western
McClellan**

"These Brands are Sold by all Live Hardware Merchants"

RASPS



**Kearney
& Foot
Eagle**

**J. B. Smith
"X-F"
Gold Medal**

MANUFACTURED
— BY —

NICHOLSON FILE CO..

Providence, R. I.

condemnation. We can bear any loss but the loss of respect for integrity. The scornful sneer against honor is worse than the bubonic plague, as that can be quarantined against. When the public believe that no woman is virtuous and no man honest the last stage of degradation has been reached, and the estimate we have of others is a reflection of the estimate we have of ourselves. A revival of indignation against slanderers of human nature is badly needed, as the value of life so largely depends upon the estimate we have of others.

The urgent demand for shipment and the large number of letters hurrying shipment of Spring goods, forbid the conclusion that depression threatens trade. The jobber's trouble is to supply the goods wanted; the demand from consumers is the prime factor, and as long as that continues to compel railroads to increase their facilities to move the products, everything else is compelled to move also. The awful calamity at San Francisco, while it is responded to by the donation of millions for relief of the suffering, has little influence on business. It is evidence of greatness to be able to meet such a calamity with courage, and it shows that sympathy and generosity, which are germane to integrity, are not dead.

What the effect will be on the money market from the San Francisco loss is uncertain. In a loss of three or four hundred millions, which will take that amount of money in circulation to replace, will likely have some effect. Besides the unusual amounts being used by our large transportation lines for extensions, suggest that the limit of liability to furnish may be reached. The prodigal investments in stock and bonds in the last few years would have taxed the ability of any past decade. If all this can be cared for, it will be evidence of remarkable improvement in our financial condition. If, however, two dollars are wanted with only one to supply it, however rich we are on paper, a money panic will follow, and it might be well to take off a balance sheet of our national resources and carefully consider our condition. The amount of money necessary to do business without extraordinary expenditures is also greatly increased.

THE LOCKWOOD-TAYLOR HARDWARE CO.,
C. B. LOCKWOOD, Pres.

THE SAGINAW TRADE.

Business is fair and collections good. This vicinity has not been troubled this year with high water. The farmers are plowing and seeding and there will be a large acreage of sugar beets this year. We look for a fair and normal trade the balance of the season.

MORLEY BROTHERS.

THE PITTSBURGH TRADE.

Pittsburg is about as busy as it can be to be comfortable. In the jobbing trade, April closed with a large increase in volume of trade over the same month last year. Spring weather came with a rush about the middle of April and brought a rush of orders with it, so that jobbers have had all they could do to keep up with the demand. It is to be regretted that such a large proportion of spring goods are sold below the average cost of doing business, and while the jobber is working his force to the limit, if he stops to think of it, a large part of his output is made purely as an accommodation to his customers and without profit. Happily for this section, the coal strike does not affect us and mines are generally running as usual. Both east and west of us it may take some time to get together as both sides seem determined to hold out.

LOGAN-GREGG HARDWARE CO.

THE CHICAGO TRADE.

We are pleased to announce that we have just leased and taken possession of the building joining us on the West, which was formerly occupied by the Beckley-Ralston Company, which gives us just fifty per cent. additional space, which will put us in a position to take better care of our greatly increased business. The front half of the first floor of the new addition will be used expressly for our Cutlery, Sporting Goods, Fishing Tackle, etc., and the back half will be used for laying out city orders and taking care of all city business. We have a lease for one year with the privilege of from five to ten years. We have been badly crowded for the past two years. This additional space is going to help us out in fine shape and put us in a position to take better care of our orders than ever before. Prospects for business were never better.

TROUT HARDWARE CO.

GEO. W. TROUT, Pres. & Treas.

THE ST. PAUL TRADE.

The Hardware dealers of our territory are prospering beyond their expectations. Of course, there is competition. Some of it is disagreeable. In the whole, conditions are splendid. Prices are firm with a tendency toward higher prices. Goods are scarce in many lines and we believe that these conditions will prevail when Fall and Winter goods are needed. We advise everybody to buy ahead so that the goods will be on hand when wanted. We are advocating, and know it to be a good policy for the dealer to get his goods in before the season is on. We believe that if lanterns sell in September, the dealer should get them in during August. Then, he will surely have the goods when wanted, and will catch some trade which buys ahead of needs, and,

**IMPROVED
CARPENTERS'
TOOLS**

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

**STANLEY RULE
&
LEVEL CO.**

**NEW BRITAIN,
CONN., U. S. A.**

furthermore, will advertise by showing the goods that he will be supplied with; in fact, is ready when the season begins. So go through the line and buy early, get the goods in early and you will win by so doing.

HACKETT, WALTHER, GATES HARDWARE CO.

THE GRAPHITE TRADE.

In these times of rush business there is nothing that we can say different from what we have been saying for the past year. We are busy in all of our departments without an exception. The only thing new that we can say is that our branch store at 304 Market Street, San Francisco, went down in the first part of the earthquake and is a total loss with stock to the amount of about \$20,000. It is reported that our warehouse is only a partial loss but for the present all shipments will have to be from headquarters, here in Jersey City.

JOSEPH DIXON CRUCIBLE CO.

THE SAN FRANCISCO TRADE.

When I last wrote *HARDWARE*, a fortnight ago, everything here was in happiest condition and commercial activity at prime standard. My letter was posted on the evening of April 17th. At break of day next morning I was awakened by a lightning-like revolving sensation, thrice repeated, with an alternate backward action, my room's crowded contents all flying back and forth at random, and myself on the floor with my mattress for a covering. It was the fury of a colossal earthquake that made a ruin of San Francisco. When the mighty jar subsided, I escaped down the broken and twisted stairways, I know not how, and with a few immaterial bruises, and body and right hand so glass-cut by fallen wall pictures that overhung my pillow and bed that I found it quite inconvenient by bandaged hand to write these lines. Before my benumbed senses returned to a degree of composure sufficient to act wisely, a fire followed the earthquake and fiercely burned at will, for the reason that the quake had dislocated the water mains of the city and the few fire engines that were left for duty could get no water, the consequence being that I could not secure a handful of relics of the comfortably furnished house I possessed before it went up in smoke, as did the homes of tens of thousands of others, leaving standing at present only the smallest one-third section of the beautiful San Francisco we all were very proud of. But I am thankful to Providence that I am alive; that it was no worse. "How could it have been worse?" asked Manager Jones of the Alexander-Yost Hardware and Tool Co., whose firm lost everything and whom I met two days ago. My response was like this: "You know that out in the South Side, not far from where your warehouse stood, there is a spot of ground nearly an acre in extent that subsided fully seven feet. Suppose that all the ground that San Francisco occupied had sunk sufficiently to let in the waters of the Pacific Ocean. Then it would have been worse." The most substantially built North Side of San Francisco, the wholesale and retail division, and the South Side, a residence section, were reduced to cinders. The Western Division of the city, mainly a residence portion, still remains, having escaped the fire, but is crumpled and torn by the earthquake.

In this Western Division are two old-time houses in the trade, the Knowles Hardware Co. and the Ellis Hardware Co. I talked with both Mr. Knowles and Mr. Ellis, and found each thoroughly optimistic as to the speedy upbuilding of the city. Only the plastering of their stores is shattered and torn and they and regular and extra clerks were fully busy dispensing oil stoves, nails and staples to crowds of customers. And where are the scores of down-town, burned-out retail Hardware dealers and their salesmen? I have seen some and heard of others, and can only locate them in a general way as among tens of thousands that are occupying the army tents now pitched among the flower beds throughout the fourteen-hundred-acre Golden Gate Park, and over the green hillsides of San Mateo county that afford a view of the burned city. These merchants of the trade that I have seen, and others that I have heard from, are imbued with a hopeful feeling of good cheer and the spirit of optimism, and are impatiently awaiting the opening of the bank vaults to see the condition of their treasures, wishing for the best and minded to stay with San Francisco for a renewed business career. The manufacturers and wholesalers of Hardware, iron and steel are outspoken as to their intention to rebuild business houses beyond what they were, and this seems to be the line of thought predominating all the burned-out commercial community.

INDUSTRIAL PRESS ASSOCIATION.

HE WAS A WAITER.

Myer (entering cafe)—Hello, Gyer! I hear you quit your job in the bank. What are you doing now?

Gyer (seated at table)—I'm a waiter in this restaurant.

Myer—Is it possible!

Gyer—Yes; I'm waiting for my dinner.

DOWNING'S U. S. CUSTOMS TARIFF.

R. F. Downing & Co., 15 William Street, New York, owing to the active demand which has exhausted Downing's former editions of the Customs Tariff Act of 1897, have now issued their fourth edition, which has been revised to January 1, 1906, and which is ready for delivery. The book is alphabetically arranged with rate of duty on each item, and special reference to the paragraph in the law that describes the article. It contains references to all Treasury Department, United States and General Appraisers' and United States Court decisions. French, Portuguese, German, Italian, Cuban and Swiss Reciprocity Treaties. Customs Provision Sealing Act of December 29, 1897. Pure Food Act of March 3, 1903, and list of Parcels Post countries. This book will be found invaluable to all who wish to obtain information relating to Custom House matters, as it is used exclusively by the Treasury Department and Government officials.

A UNIVERSAL FAULT.

In the advertising pages of McClure's Magazine for March, appears the following advertisement of that magazine, says *Drygoodsman and General Merchant*. "A gentleman recently told us that he went into a large department store to buy skees for his children. He was anxious at the same time to get information as to sizes and weights they would carry, etc., but the clerk could not tell him. All he could do was show him the skees and give him the prices. We wrote to an advertiser up in Maine somewhere, and by return mail received a booklet telling him all the things he wanted to know, as well as the prices. This very pertinently illustrates the value of buying goods in McClure's—the market place of the world. There you are waited on by the proprietor himself. The fact that when he writes an advertisement or a booklet it answers the questions of hundreds, and perhaps thousands, of his customers, makes it important that he do this work himself, and so in trading in this marketplace you get the services of the man who knows best, rather than those of a clerk who can only show you the goods and give you the prices."

No one can say the point taken and the argument made are not good—good from the standpoint of the magazine and of the man who has goods to sell and wants to sell them to the public direct, if possible. The square truth of it all has been left for a magazine advertising for advertisements to state and the store managers who have known it all for years and years are still pondering over and finding fault at the very trouble which they continue to allow to exist in their stores to the advantage of the people who sell goods by mail and by catalogue.

The great body of retailers will attempt to make themselves think that the general public is perverse and more anxious to buy of the advertisers who do business at a distance than of the advertisers who do business at home. If these same retailers will ponder a few minutes over the above advertisement in that magazine they will find more meat for thought than may have come to them in many a long day. The average customers come into the store in ignorance of what the store has for sale, and often in ignorance of what may be suitable and best for them to buy—the same as did the man who wanted to buy skees for his children. They are ready to buy, but they want to buy on good information. The clerk is set before them to sell. Sell, sell, sell, is dinned into his ears day in and day out. He is expected to sell, he is told to sell and he knows he must sell in order to hold his job. He does his best to sell, and often, all too often, he gives the customer information that may be right and may be wrong, simply, because he knows he is expected to sell. When he is cornered, as was the department store clerk, he has to back down and out—and lose the sale. He loses the sale, not because he is lazy, unwilling, listless, inattentive, foolish, impudent, saucy, or because of the great number of faults that are so often laid at the door of a clerk's failures, but because he doesn't know—he is ignorant and not in the least to blame because he is ignorant. The boss, whoever he may be, has never taken the trouble or the thought to place information regarding the goods in the way of the clerk, much less impart that information himself.

Is the clerk very much to blame, when the boss himself never thinks that information regarding the goods is a necessity toward the selling of them? Is the public very much to blame when it finds accurate description of goods in booklets, circulars, catalogues, and orders the goods because of that accurate and satisfying information? Thousands of clerks sell goods in a mechanical manner every day—sell millions of dollars' worth of them—and store managers don't stop to think about the dense ignorance of these clerks concerning the goods they sell. The question is raised as to how to make better salesmen of the clerks already behind the counters and somebody tries to teach salesmanship in a school—and the supposed salesman is put behind a pile of goods and told to "sell" them. He doesn't know the goods, nor does he know anything about them, but he is

"THE BIGGEST LITTLE THING ON EARTH"

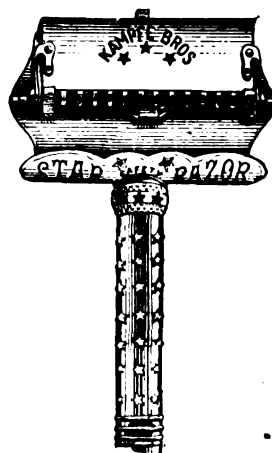
THE GENUINE KAMPFE

STAR SAFETY RAZOR

Stands unrivalled as the quickest, easiest and safest
in the wide world.



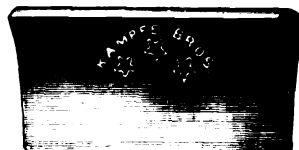
Price
1.50



25 YEARS' REPUTATION BEHIND EVERY BLADE

The **SECRET**
THE 3 STARS BLADE 

Manufactured under a process
peculiar to Kampfe Brothers



New York, Apr. 2, 1906.

Mr. R. U. PROGRESSIVE,
Retailers of Cutlery and Hardware:

We are pleased to solicit your patronage under an agency for the Original and Mechanically Perfect STAR SAFETY RAZOR, which is endorsed by men of all nations.

You, as a dealer, are offered substitutes, possibly at a lower price. Have the sales and profits on the substitutes been satisfactory to you?

Do you know that you are purchasing at the same price quoted to your competitors, and if not, are you willing to subject yourself to such methods?

We hope to interest you to write us for terms and quotations to authorized agents for the sale and distribution of Star Safety Razors and accessories.

If agreeable to you we will submit a proposition, feeling confident that it will meet with your approval and hearty co-operation, and that you will accept our offer, considering it for your business interest to do so.

In anticipation we desire to thank you for an early and favorable reply.

Very truly yours,

KAMPFE BROTHERS, Dep't 'S'

Dic., D. L. W. 2nd.

KAMPFE BROTHERS

Manufacturers

8-12 Reade Street, NEW YORK

expected to "sell" them to a confiding public that is cursed and confounded because it goes away unsatisfied and orders something from a catalogue or other advertisement that gives the information desired.

DESPISE NOT THE DAY OF LITTLE THINGS.

There are a lot of little things around a store which need attention. Some goods are taken out and shown to a customer who does not purchase. A moment's display of irritation may lose that customer for the store. It is a little thing, but the trade of the customer may be worth hundreds of dollars a year. A woman rushes in and asks if she may use the telephone. She is told, in a grudging way, that she can. Perhaps she accepts, and perhaps she becomes offended and declines to do so. Perhaps, also, she decides that she does not want to trade with that establishment any longer. Another customer gone, because one of the little things has been neglected.

A clerk goes to ask for a position. He ought to be shaved and have his shoes polished, but he does not. He thinks that it will make no difference. He is mistaken. Possibly the merchant to whom he applies for a position is a man who keeps himself scrupulously neat. He immediately notes that the applicant has dirty shoes, that he needs a shave, and that his finger nails are filled with dirt. He doesn't want that kind of an employee, and so the unfortunate young man who overlooked a couple of little things is told that his services are not needed. If he had paid attention to the little things, he might have had a good position. It is a little thing to remember—to lock the store at night—and yet it is important, for if this is not done, burglars can enter with ease and carry off whatever they please. It is a little thing—to be careful to make the right change—but if one does not give a customer all that he is entitled to, that customer may jump to the conclusion that the clerk or the store is endeavoring to cheat him, and withdraw his custom. It is a little thing to be certain that a bill has been added correctly, but if this is not done the debtor may take offense and believe that the mistake was made purposely. There are little things by the score to which a clerk must give attention, and which, if he does not, will run into big things.

Therefore, look after the little things carefully. If you can master them, you can master the big ones, too.—*Exchange.*

STANDING ON A GREASED PLANK.

A large business is like a steamship bound for the port called Success. It takes a big force to operate the boat and eternal vigilance on the part of the captain or the man at the wheel to keep it from being stranded high and dry on a shoal or sunk quite out of sight by the bumpings and joltings of rival lines.

To keep this steamship moving, the captain requires the assistance of hundreds of people who have a singleness of aim—one purpose—a desire to do the right thing and the best thing in order that the ship shall move steadily, surely and safely on her course.

Curiously enough, there are men constantly falling overboard. These folks who fall overboard are always cautioned to keep away from dangerous places. Still there are those who delight in taking risks. These individuals who fall off and cling to floating spars or are picked up by a passing craft usually declare that they were "discharged." They say the captain or the mate or their comrades had it in for them.

I am inclined to think that no man was ever "discharged" from a successful concern—he discharges himself.

When a man quits his work, say, oiling the engine or scrubbing

the deck, he leans over the side calling to outsiders, explaining what a bum boat he is aboard of, how bad the food is, and what a fool there is for a captain, he gradually loosens his hold until he falls into the yeasty deep. There is no one to blame but himself, yet probably you will have hard work to make him understand this little point.

When a man is told to do a certain thing and there leaps to his lips or even to his heart the formula, "I wasn't hired to do that," he is standing upon a greased plank that inclines toward the sea. When the plank is tilted to a proper angle, he goes to Davy Jones' locker, and nobody tilts the fatal plank but the man himself.

And the way this plank is tilted is this: The man takes more interest in passing craft and what is going on on land than in doing his work on board ship.

So I repeat: No man employed by a successful concern was ever discharged. Those who fall overboard get on the greased plank and then give it a tilt to starboard.

If you are on the greased plank, you better get off from it, and quickly, too.

Loyalty is the thing—faith!—*Elbert Hubbard.*

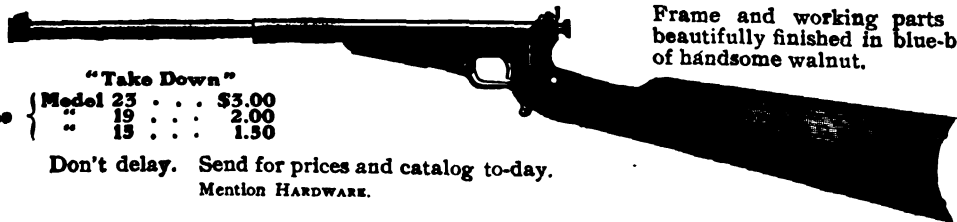
CENSUS OF THE BRITISH EMPIRE.

The report and summary of the census of the British empire in 1901 show that on or about April 1 in the year named the area of the empire was 11,908,378 square miles and the population 398,401,704. These aggregates from a striking contrast to the figures for the United Kingdom, which are included in them, the area of the latter being 121,089 square miles and its population 41,458,721. The reports from which the tables appended to the main report have been derived range, it is stated, from a ten-page pamphlet concerning the 2,253 inhabitants of the Falkland Islands to an elaborate review extending to more than sixty volumes dealing with the manifold races of the Indian empire the population of which approaches 295,000,000 persons, speaking no fewer than 147 distinct vernacular languages. At the time of the census of 1861 the empire comprised, in round numbers, 8,500,000 square miles; in the next two decennial periods no important territorial addition took place, but between 1881 and 1891 the extensions in the East Indies and in the Indian dependency and the great annexations of territory in Africa added about 2,000,000 square miles. Since 1891 further expansions have occurred, principally in Africa and in Asia, raising the grand total, as nearly as can be ascertained, to 11,908,378 square miles, comprising more than one-fifth of the land surface of the globe. In 1861 the population of the empire, inclusive of the Indian feudatory states, was, as far as can be ascertained about 259,000,000; in 1897 it had risen to nearly 283,000,000; in 1881 to nearly 310,000,000; in 1891, largely through acquisitions of territory, to more than 381,000,000; and in 1901 to nearly 400,000,000. Broadly speaking, says the report, the 398,000,000 within the empire may be divided into two classes: "Whites," numbering, approximately, 54,000,000, or 13.6 per cent. of the total, and "colored" population, numbering about 344,000,000. Of the 344,000,000 of colored population over 295,000,000 were either natives of India or descendants of Indian emigrants.—*Bradstreet's.*

"Don't you think that young man is afflicted with a swelled head?"

"No," answered Miss Cayenne; "he's not afflicted with it; he enjoys it."

HAMILTON RIFLES -- Model 19



Frame and working parts are of steel, beautifully finished in blue-black. Stock of handsome walnut.

Chambered for .22 caliber short or long Rim Fire Cartridges

"Take Down"

| | | |
|----------|----------------|--------|
| Prices { | Model 23 . . . | \$3.00 |
| | 19 . . . | 2.00 |
| | 15 . . . | 1.50 |

Don't delay. Send for prices and catalog to-day.
Mention **HARDWARE.**

HAMILTON RIFLE CO., Plymouth, Mich.



ATKINS HIGH GRADE SILVER STEEL SAWS

are profitable Saws. Good mechanics buy them readily, because they appreciate their quality. They pay a fair price for them, because they know their value. Can't we send you a Catalogue?

E. C. ATKINS & CO., Inc.,

Home Office and Factory, **INDIANAPOLIS, U.S.A.**

ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW
BRANCHES: ORLEANS, NEW YORK CITY, PORTLAND, SAN
FRANCISCO, SEATTLE, TORONTO.

JOHN SHAW & SONS, L'd. Wolverhampton---English Agents.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED APRIL 16, 1906.

- 401,327. COMBINATION TOOL. A. J. Bryant, Cincinnati, Ohio.
- 401,357. WASHING MACHINE. J. Q. Leffingwell, Nevada, Iowa.
- 401,407. PADLOCK. G. Brambel, Lake Park, Minn.
- 401,481. TOOL HANDLE. G. Carlisle, Attleboro, Mass.
- 401,490. TUBULAR LANTERN. E. C. Glazier, Rochester, N. Y.
- 401,513. WRENCH. C. Pomeroy, New York, N. Y.
- 401,534. DOOR CHECK. W. S. Barlow, Paterson, N. J.
- 401,535. DOOR CHECK. M. H. Bassett, New Britain, Conn.
- 401,540. LATCH AND LOCK COMBINED. J. A. Campbell, Ellis, Kans.
- 401,560. WAFFLE IRON. E. Hotchkiss, St. Louis, Mo.
- 401,590. CURTAIN POLE SOCKET. H. Reubel, New York, N. Y.
- 401,592. CANDLESTICK. A. Roelofs, Phila., Pa.
- 401,604. BRACE. G. T. Sutterly, Phila., Pa.
- 401,605. PIPE GRIPPING ATTACHMENT FOR WRENCHES. C. H. Thomas, Hancock, Wis.
- 401,614. WINDOW. P. Weber, New York, N. Y.
- 401,630. WASHING MACHINE. W. F. Belton, Greenville, Pa.
- 401,656. MACHINE FOR MAKING HOES AND SHOVELS. H. E. Marchand, Pittsburg, Pa.
- 401,672. CORKSCREW. S. L. Alvord and E. E. Brown, West Winsted, Conn.
- 401,712. COLANDER STEAMER. G. L. Motter, Rich Hill, Mo.

PATENTS ISSUED APRIL 17, 1906.

- 817,740. LOCKING AND SQUARING DEVICE. E. G. Allen, Detroit, Mich.
- 817,741. CURTAIN POLE LIFTER. C. S. Armstrong, Columbus, O.
- 817,748. DROP AND CELLAR DOOR HINGE. Wm. M. Boulden, Wm. I. Boulden, and H. D. Boulden, Chester, Pa.
- 817,759. CURTAIN FIXTURE. H. H. Forsyth, Chicago, Ill.
- 817,799. CAN OPENER. C. A. Phillips, Washington, D. C.
- 817,801. WASHING MACHINE. J. W. Pittock, Phila., Pa.
- 817,826. WASHING MACHINE. A. Wheatley, Phila., Pa.
- 817,845. TEMPORARY HINGE. H. H. Greene, Milwaukee, Wis.
- 817,876. TOOL FOR PRESSING AND PIERCING SEAMLESS PIPE JOINTS. C. S. Schmidt, Erkelenz, Germany.
- 817,878. LATCH. A. Shepard, Plantsville, Conn.
- 817,889. FOLDING AX. A. E. Veon, Brainerd, Minn.
- 817,962. DOOR SECURER. E. Dengler, Gibbon, Nebr.
- 817,971. BROOM BRIDLE. C. A. Hall, New Orleans, La.
- 818,025. WRENCH. E. A. Hardison, Bakersfield, Cal.
- 818,058. WASHING MACHINE. G. A. Thode, Omaha, Neb.
- 818,062. EXPANSIBLE BIT. S. H. Tucker, Seymour, Conn.
- 818,080. BALL CASTER. C. D. Dunham, Boston, Mass.
- 818,081. LOCK HINGE. J. W. Dwyer, Hartford, Conn.
- 818,162. WINDOW SCREEN. A. Gregg, Detroit, Mich.

- 818,180. WRENCH. J. R. Long, Akron, Ohio.
- 818,195. DEVICE FOR DRESSING SAWS. T. W. Roach, Lyman, Wash.
- 818,199. KEY HOLDING ATTACHMENT FOR LOCKS. H. A. Serger, Monroe, Wash.
- 818,263. BAR KNIFE. W. H. Kingsley, San Francisco, Cal.
- 818,285. BLIND HINGE. J. H. Poole, Braintree, Mass.
- 818,301. LAWN MOWER. T. S. Sayre, Cape May, N. J.
- 818,303. SASH FASTENER. C. G. Seaman, Spokane, Wash.
- 818,310. WRENCH. G. H. Strickland, Warren, Ohio.

PATENTS EXPIRED APRIL 23, 1906.

- 401,731. WASHING MACHINE. H. Broadwell, Blue Mound, Kan.
- 401,740. SAW SET. F. C. Feicker, Northampton, Mass.
- 401,769. WASHING MACHINE. T. Waldron, Sheldon, Mo.
- 401,786. IRONING TABLE. J. A. Kimball, Grand Ledge, Mich.
- 401,808. SHOE FASTENING. J. G. Whittier and William E. E. Herron, Attica, Ind.
- 401,819. WRENCH. S. Cook, Orlando, Fla.
- 401,821. COMBINATION TOOL. S. L. Heindol, Anderson, Ind.
- 401,849. FISHING REEL. G. Paddock, Brooklyn, N. Y.
- 401,858. IRONING BOARD. A. T. Scanland, Dunn Loring, Va.
- 401,852. ASH SIFTER. G. M. Pierce, Philadelphia, Pa.
- 401,879. WASH BOILER. W. W. Ford, Elmira, N. Y.
- 401,919. COFFEE OR TEA POT. G. W. Adams, Candor, N. Y.
- 401,926. PIPE WRENCH. L. J. Bergenthal, Pendleton, Ore.
- 401,956. WASHING MACHINE. W. S. Laney, Lithopolis, Ohio.
- 402,041. WASHING MACHINE. J. Stine, Martinsburg, W. Va.
- 402,093. HAY FORK. M. F. Mathewson, Providence, R. I.
- 402,096. RATCHET DRILL. W. G. Morgan, St. Louis, Mo.
- 402,123. STOVE. R. H. Gohmann, New Albany, Ind.

PATENTS ISSUED APRIL 24, 1906.

- 818,414. COMBINATION LOCK. D. H. Cleveland, Kansas City, Kan.
- 818,419. AUTOMATIC ADJUSTABLE GRIP PIPE WRENCH. W. H. Dalby, Indianapolis, Ind.
- 818,426. NOODLE CUTTER. William N. Foust, Summit Township, Crawford County, Pa.
- 818,427. DISH WASHING MACHINE. I. L. Frankem, Indianapolis, Ind.
- 818,435. DOOR CHECK. B. Gonyo, Trudeau, N. Y.
- 818,436. LIFTING JACK. Wm. J. Gray, Sauk Center, Minn.
- 818,442. CASTER. O. Hoffman, Chicago, Ill.
- 818,457. CLAMP BRACKET. E. A. Litts, Sioux City, Iowa.
- 818,462. HAIR CLIPPER. T. W. McNally, Bristol, Pa.
- 818,467. MOP WRINGER. T. J. Putnam, Peru, N. Y.
- 818,472. PLANE. H. B. Sargent, New Haven, Conn.
- 818,498. COMBINED MOP HEAD AND WRINGER. W. R. Wiley, Evanston, Ill.
- 818,510. LAWN EDGE TRIMMER AND DITCHER. J. M. Aldrich, Adrian, Mich.
- 818,529. WHEELBARROW. H. Edick, Johnstown, N. Y.
- 818,535. VISE. F. M. Gray, Decatur, Ill.
- 818,600. COMBINED DOOR CHECK AND CLOSER. A. F. Bardwell, Stamford, Conn.
- 818,603. DOOR HANGER. W. P. Benson, Sterling, Ill.
- 818,627. COMBINATION IMPLEMENT. Wm. L. Iwan, Streator, Ill.
- 818,628. STOVE AND FURNACE. H. E. Janes, New York, N. Y.
- 818,633. SAW FILE. P. Lord, Worcester, Mass.
- 818,761. RATCHET WRENCH. F. A. Hanes and W. Staples, District of Muskoka, Canada.

A ROUND OF SUCCESS

comes to the Dealer who handles

"Coes"

Genuine
Steel-Handle
Screw
Wrench

30 %

Stronger
Than Any
Other Wrench
Made

91

91

The  **"Coes"**

is the "toughest proposition"
for the toughest job.

It is all metal, of highest grade,
placed in such form as to give 30%
more strength than substitutes of
equal size or so called "equals".

The wearing surfaces are harden-
ed and carefully tested.

**It's The Wrench
That Makes Good**

Coes Wrench Co.

New York Agents J. C. McCARTY & CO.
10 Warren Street

It's a Coes

throughout and---once a
Coes, always a Coes.

No amount of rough work will
cause it to lose its identity.

It's unusual strength and use-
fulness makes it a safe tool for
any mechanic---the safest for
the dealer.

Put it to a test
by a sample order.

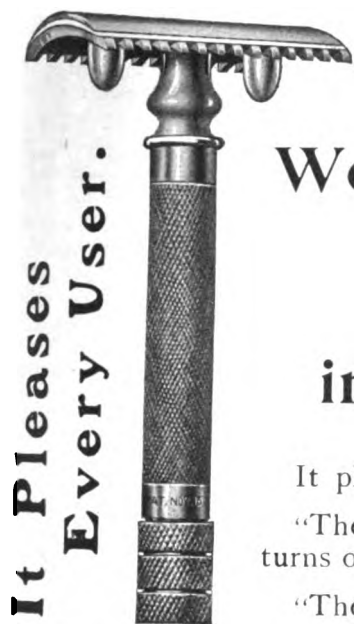
Worcester, Mass.

JOHN H. GRAHAM & CO.
113 Chambers Street



Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
in the World



It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

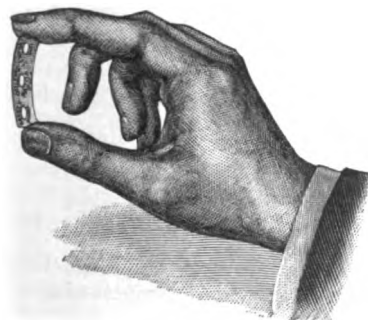
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Aspers, Pa.—Naylor Brothers have opened their new store and are receiving new goods daily. A line of Hardware will be handled by them.

Bloomington, Neb.—L. A. Siegel is about to put in a new Hardware stock.

Ceresco, Neb.—John A. Carlson will soon engage in the Hardware business.

Columbus, Miss.—Columbus Hardware Co. has been incorporated by C. Chapman, W. N. Pucket and others; capital stock \$50,000.

Denver, Colo.—The Owl Hardware Co. has been incorporated with a capital of \$50,000.

Fontanelle, Nebr.—Langhorst & Lallman will put in a full line of Hardware.

Franklin, Ida.—Curtis & Lowe have engaged in the Hardware business.

Gonzales, Texas.—W. J. Froehner has engaged in the Hardware business.

Mahton, Wash.—Hartz & Kuntz have opened a new Hardware store.

Mason City, Neb.—Sharper & Ainsberry have engaged in the Hardware business.

Midland, Tex.—The Midland Hardware & Furniture Co. has been incorporated with a capital stock of \$20,000.

Minneapolis, Minn.—G. P. Derickson Co., Hardware, has been incorporated; capital, \$10,000; incorporators, Moses F. Rittenhouse, Chicago; G. P. Derickson, E. V. Derickson, William B. Millar, Minneapolis.

New York, N. Y.—Neal-Challen-Scott Co. has been incorporated to deal in manufacturers' supplies, Hardware, etc.; capital, \$50,000. Incorporators: B. B. Neal, J. W. Scott, Brooklyn; P. J. Challen, R. S. Tompkins, Hudson; J. B. Quinton, Newburgh.

Norway, Me.—William C. Leavitt Co. has been incorporated to deal in Hardware; capital, \$10,000. President, F. H. Noyes; treasurer, W. C. Leavitt.

Portland, Ore.—Falling, Haines & McCalman, wholesale Hardware dealers, have incorporated.

Post Falls, Idaho.—J. F. Enders has engaged in the Hardware business.

Racine, Wis.—A new Hardware store is to be opened within a short time on the North Side. The Hornell Hardware Co. has leased the building at the corner of High and North Erie street and will put in a complete stock of Hardware and all goods generally carried in an establishment of that kind.

Skaneateles, N. Y.—The Bench Hardware Co. has been incorporated. Capital \$8,000 and directors: Joseph Bench, E. B. Poole, G. C. Bench, Skaneateles.

Snyder, Okla.—The Snyder Hardware Co. has been incorporated with a capital stock of \$15,000.

Swedeburg, Nebr.—Theo. Heurline will open a new Hardware store.

Troy, Ida.—J. H. Botten is putting in a line of Hardware.

Waco, Tex.—The Railey Hardware Co. has been incorporated with a capital stock of \$10,000. Incorporators—J. R. Railey,

W. A. Backstrom and J. F. Brinkerhoff.

Waupaca, Wis.—Lester Mumbrue and Frank Hutton have decided to go into the Hardware business at Unity, having purchased an established business there.

Wilmington, Del.—The Wilson & Hudson Co. has been incorporated to conduct a general Hardware business; capital stock \$50,000.

Changes and Improvements.

Aliceville, Kan.—G. H. Ellis has purchased the Hardware business of Leo & Miller.

Armstrong, B. C.—Jos. McDonald has been succeeded in the Hardware business by Armstrong & Livingston.

Artesia, N. M.—J. H. Blair has purchased the business of the Hoffman Hardware Co.

Attica, Kan.—Jones & Stith have succeeded Voorhees & Jones in the Hardware business.

Blackwater, Mo.—L. F. Marye has sold his Hardware store to W. T. Klepper.

Bedford, Ia.—C. W. Hook has purchased a half interest in the Hardware business of C. L. Willis.

Beloit, Kan.—Hillstead & Son have purchased the Hardware store of S. R. Carter.

Belpre, Kan.—T. E. Hardy has sold his half interest in the Belpre Hardware & Lumber Co. to J. L. English.

Blythedale, Mo.—Baker, Smith & Ellington have succeeded to the Hardware business of Baker & Ellington.

Boynton, Ark.—Allen T. Matthews has purchased the Hardware business of A. R. Skidmore.

Chanute, Kan.—P. Les & Prang have been succeeded in business by the Chanute Hardware Co.

Clarence, Mo.—J. W. Dry has purchased the Hardware and stove business of J. S. Barr.

Coulee City, Wash.—Smith & McGann have succeeded to the Hardware and grocery business of DeBolt & McGann.

Curtis, Okla.—L. Bouquot has purchased the Hardware store of L. E. Lincoln.

Dexter, Me.—George A. Dustin and W. H. Carr have purchased the Hardware stock of F. W. Parsons, which was recently placed in the hands of F. D. Dearth, and an assignment made for the benefit of his creditors. Mr. Dustin and Mr. Carr will divide the stock.

Earlville, Ia.—Staehle & Co. have succeeded to the Hardware business of Geo. Staehle & Son.

Ennis, Tex.—J. H. Taylor, Jr., has sold his Hardware stock to J. L. Rymer.

Fort Towson, I. T.—Wilson & Thompson have succeeded to the Hardware business of Hutchins & Thompson.

Freewater, Ore.—A. J. Ricknell has purchased the Hardware business of C. A. Wright.

Gaylord, Kan.—W. D. Lloyd has sold out his Hardware store to O. P. and E. Gibson.

Hardy, Ia.—Alfred Watkinson will discontinue his Hardware business.

Hartshorn, I. T.—The Reynolds-McNeil Hardware Co. has succeeded to the business of M. H. Place.

Hastings, Neb.—V. E. Von Owen has sold his interest in the McGrath Hardware Co.

Holdrege, Neb.—Samuel O. Horquist is moving his Hardware stock from Springfield.

Jacksonville, Fla.—An amended charter has been filed changing the name of the O'Donald & Taylor Hardware Co. to that of the Smedley & Rogers Hardware Co.

Joplin, Tex.—J. W. and J. B. Frank have succeeded to the Hardware and grocery business of J. B. Frank.

Keene, Nebr.—The C. L. Carlson Hardware and Implement Co., of Axtell, will open a branch store.

Liberty, Neb.—J. E. Martin has sold out his Hardware business to P. Bowhay.

Logan, Kan.—H. F. Bashford has purchased the business of the Logan Hardware Co.

Maple Hill, Kan.—D. O. Robertson has purchased the Hardware business of Taylor Bros.

Morrison, Okla.—M. H. Whaley has purchased the Hardware business of G. A. Abbott.

Mt. Pleasant, B. C.—J. A. Flett, Ltd., has succeeded to the Hardware business of J. E. Flett.

Muskegee, I. T.—The Saddler Hardware Co. has sold out its business to Reeves & Trumbo.

Neosho Falls, Kans.—J. H. Mecum has sold out his Hardware business to Lite & Young.

Norwood, Pa.—Thomas Parkinson, Jr., will give up the grocery business and will stock his present store on Winona avenue with a full line of Hardware and tinware.

Olathe, Colo.—R. E. Lathrop has purchased the Hardware business of Waters & Hyatt.

O'Neill, Neb.—Thos. V. Golden has succeeded to the Hardware business of Golden & Hodgkin.

Oregon City, Ore.—J. C. Silzer has sold his Hardware store to J. E. Smith.

Phoenix, Ariz.—The Arizona Hardware & Vehicle Co. will shortly enter upon a virtual re-organization of its business. President K. L. Hart will retire and be succeeded by a California man.

Pleasant Dale, Neb.—Wm. Patterson has sold an interest in his Hardware business to Wm. Hazlewood.

Porter, I. T.—H. H. Talley has sold his interest in the Talley Hardware Co.

Portsmouth, Neb.—Kroehler Bros. have succeeded Kroehler & Vetesnik in the Hardware business.

Princeton, Mo.—W. P. Lindsey has purchased the Hardware business of R. C. H. Lindsey.

Steele City, Neb.—B. L. Tripp has sold his Hardware store to Hammond Clapp.

St. Joseph, Mo.—M. D. Ayres has sold his interest in the Parish-Erickson Hardware Co., 113-115 South Sixth Street, to J. A. Feffer, who will succeed to the presidency and management of the firm.

St. Paul, Neb.—Ward & Peterson have purchased the Hardware store of A. J. Bollinger.

Stuttgart, Kans.—J. H. Vogel has succeeded to the Hardware business of J. H. Vogel & Co.

YOU and NAPOLEON

Napoleon overlooked one "little thing"—the sunken road at Waterloo—and it cost him his job. You can overlook "3 in One" and still hold your job. But you'll lose trade. People ask for



3 in One

because they know that it is the "one" oil and the "only one" oil for properly cleaning, polishing, preventing rust and lubricating.

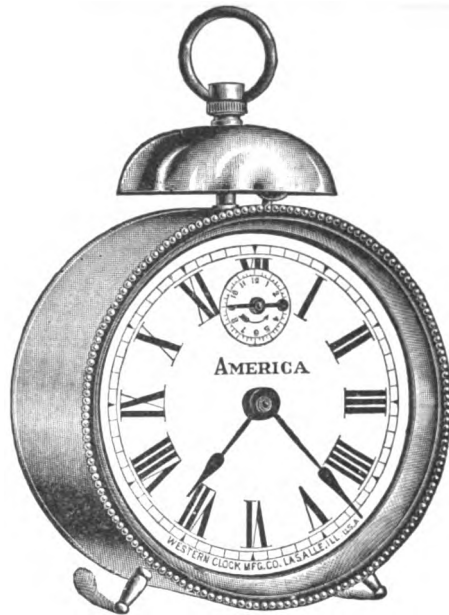
Do you prescribe for your customers or do you sell them what they want?

We will advertise for you to-morrow—write us to-day.

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The America Alarm



Gives you an opportunity to offer a clock, accurate, efficient, guaranteed, at a remarkably low price and is sold at a figure that leaves you plenty of room for profits. Your jobber has the "America."

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GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

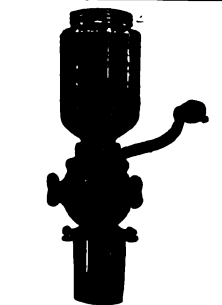
THE RIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

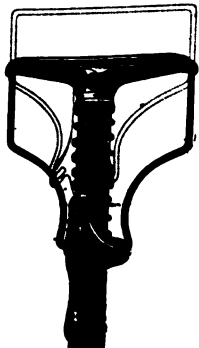
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



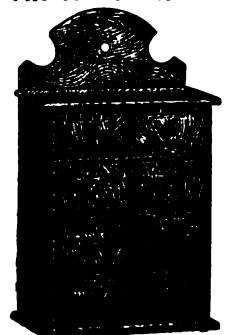
The Crystal Coffee Mill



The Gem Mop Head.



The Jewel Coffee Mill



Right Space Spice Cabinet

HARDWARE MANUFACTURERS' RECORD.

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Bristol, Tenn.—The new plant of the Bristol Stove & Foundry Company is now in operation. This company was organized recently by G. G. Harris, of Bristol. Associated with him are the George Brothers, practical foundrymen, who were formerly in business in Knoxville. The buildings of this new plant are divided into rooms of the following dimensions: Casting room, 100 by 60 feet; mounting room, 75 by 50 feet; warehouse, 75 by 50 feet; boiler house, 50 by 25 feet.

Brooklyn, N. Y.—Vortex Manufacturing Company has been incorporated to manufacture Hardware and Hardware supplies. Capital, \$25,000. Incorporators: S. Greenblatt, D. B. Date, J. C. Snackenbergh, Brooklyn.

Buffalo, N. Y.—A certificate of incorporation of the Buffalo Radiator Company has been filed. Business is to be begun with half of the capital stock of \$150,000. The directors, all Buffalo men, are Whitney G. Case, Joseph P. Fell, Henry M. Poole, Harry R. Montgomery and Fred A. Mason.

Chicago, Ill.—Casement Hardware Company has been incorporated; capital, \$14,000; to manufacture Hardware and supplies; incorporators, Robert C. Spencer, Jr., Horace S. Powers, William D. Ordway.

Detroit, Mich.—The P. R. Manufacturing Company has filed articles of incorporation with a capital of \$50,000 for the manufacture of electrical Hardware and mechanical specialties. Of the capital, \$16,000 is in cash and the rest is represented by the plant at 40-44 Larned Street, East.

East Hartford, Conn.—Articles of incorporation have been filed by the Adams Tool Company. The authorized capital is \$50,000. The incorporators are Harry A. Adams and Percy S. Bryant, East Hartford, and Francis H. Peabody, of Hartford.

Macon, Mo.—The Lowell Steam Plow Company is a concern capitalized at \$25,000, with offices at Nos. 1318 to 1324 Union Avenue. It is probable that the offices will still remain in Kansas City, but the plows will be manufactured here. The plant will consist of a large foundry, machine shops, and warehouses.

Marshall, Mich.—The Dobbins Furnace Company of this city has filed articles of association. The capital stock is valued at \$25,000. The stockholders are J. L. Dobbins, A. B. Wagner, G. M. Barrett, J. M. French, E. A. Holtzel, and George E. Chapin of Battle Creek. This company is the successor of the J. L. Dobbins Furnace Company and will manufacture hot air furnaces, etc.

Middletown, N. Y.—W. F. Teuser, of Cohecton, and Harry W. Tuthill, of this city, have formed a co-partnership for the manufacture and sale of the adjustable window screen recently patented by Mr. Tuthill and as soon as the necessary machinery arrives will commence their manufacture.

Morrisburg, Ont.—Joseph F. Howard, who has purchased what is known as the Miller property here, is busy with a large staff of men putting the buildings in order. Mr. Howard proposes to manufacture stoves, radiators, etc.

Morristown, N. J.—The Standard Cooking Utensils Company has been incorporated. Manufacturing fireless cooking boxes, stoves, heaters, ranges, kitchen and domestic utensils, etc. Capital, \$50,000. Incorporators: F. O. Hays, Morristown; F. A. Teraberry, Newark; J. H. Blanchard, Elizabeth, N. J.

New York, N. Y.—Manhattan Electrical Range Company has been incorporated; manufacturing electrical ranges, stoves, etc.; capital, \$30,000. Incorporators: O. H. Leaman, M. A. Leaman, J. H. Wood, New York City.

New York, N. Y.—Pfeifer Bros. has been incorporated to manufacture metal cornices, skylights, etc. Capital, \$3,000. Incorporators: H. Pfeifer, North Bergen, N. J.; W. Pfeifer, Jersey City, N. J.; F. Aue, New York City.

New York, N. Y.—The Durability Company has been incorporated; manufacturing Hardware and Hardware supplies. Capital, \$10,000. Incorporators: E. Phillipson, New York City; H. Torchiani, W. C. Settgas, Brooklyn.

New York, N. Y.—Thomas B. Adams has incorporated to manufacture lamps; capital, \$5,000. Directors: T. B. Adams, Lucinda J. Adams, Edith Adams, New York.

Changes and Improvements.

Batavia, N. Y.—George Wiard, who has always been president and general superintendent of the Wiard Plow Company, has given up the position of general superintendent, and it has been assumed by his son, Louis Wiard. Louis Wiard has been in the works for six years as an assistant to his father.

Bessemer, Ala.—The Day Stove & Foundry Company, located between this city and Jonesboro, has commenced the manufacture of stoves. About a year ago the foundry was started with the view of making stove castings and ultimately branching out in the manufacture of finished articles. The stoves are now being turned out completed and in the near future the plant will be enlarged and the output considerably increased.

Chicago, Ill.—The International Harvester Company has increased its South Side holdings by the purchase of about five acres in Auburn Park. This property will be added to that acquired when the Weber wagon works were purchased, and the whole will be known as the wagon works of the International Harvester Company. The works will cover the entire territory between Eighty-first and Eighty-third Streets, the Rock Island Railroad's right of way, and Wallace Street. The old plant is to be enlarged until the whole space is occupied with buildings, yards, etc.

Connellsville, Pa.—The Wonder Manufacturing Company expect to locate at Mt. Pleasant. The concern employs 300 skilled mechanics and will manufacture a new and up-to-date line of heaters, furnaces, stoves

and heating apparatus. The buildings will be erected at a cost of \$100,000.

Dowagiac, Mich.—The Round Oak Stove Works has just commenced the erection of a large three-story brick addition to its steel range department which will greatly increase the output of that branch of its already immense industry.

Evansville, Ind.—The Advance Stove Works will erect a \$10,000 brick addition to its foundry and warehouse on the block at Read and Pennsylvania Streets.

La Crosse, Wis.—In building construction started in La Crosse by the Lamping and Tool Company in the building of its factory on Third and Jay Streets. According to the blue prints of plans now in possession of the company the building will be absolutely fire proof. The building will be constructed almost entirely of steel and cement.

Pittsburg, Pa.—By almost a unanimous vote the stockholders of the Pittsburgh Stove & Range Company have approved the plan for the reorganization of this corporation under a new charter and reduced capital. From a capital of \$2,000,000, divided into half common and half preferred shares, the company will start soon the name of the Pittsburgh Stove Company with a capital of \$500,000 and a issue of \$600,000 or a reduction of ties of \$900,000.

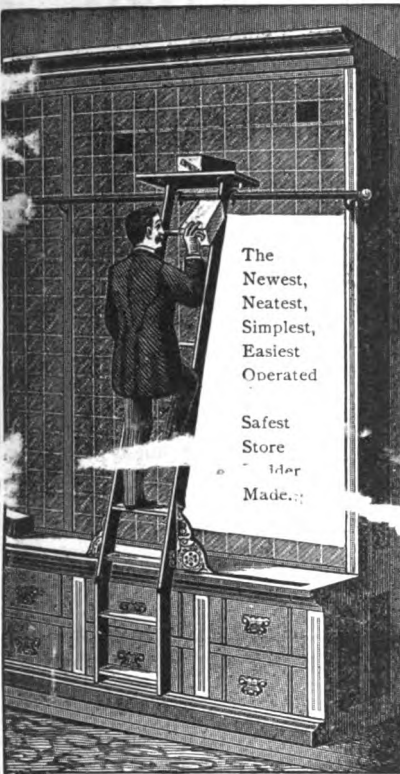
Poughkeepsie, N. Y.—The DeLaval Separator Works, owing to an increase in business, will build a nine section addition, 200 feet long, on the north end of the plant, which will give the company 20,000 additional feet of floor space.

Stamford, Conn.—The property Mix-Riddell Hardware Manufacturing Company, which intends to proceed with the erection of a large plant, company manufactures motors and dynamos, sparking dynamos and magneto dynamos for telephone and battery sets. It has at present a plant in New York, and its New York office is at Liberty Street.

Utica, N. Y.—For some time past the office facilities of the Hart & Crouse Company, one of the city's most thriving enterprises, which has its office at 78 Lafayette Street, has been entirely inadequate for the increasing business of the firm, and has been decided to increase the office by the immediate erection of a fine stone office building on the proper Lafayette Street, just east of the office and owned by the company. Hart & Crouse Company is one of the best stove and furnace manufactories in New York.

West Millbury, Mass.—The Stove Company is preparing to erect a new plant. The buildings will include a dry, power house and machine shop. The foundry will be 40 by 80 feet, one story high and of brick and steel. The power house will be of brick, 24 by 28 feet, one story high. The machine shop will be of brick, 40 by 40 feet, two stories high. The estimated cost of the buildings is \$100,000. It is expected that the buildings will be completed in two months.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



The Newest, Neatest, Simplest, Easiest Operated Safest Store Made.

Ask about the new **noiseless track.**
Highest award World's Fair.

WRITE US.
BICYCLE STEP LADDER CO.,
Randolph St., CHICAGO ILL.



Pelouze Family Scales

With New Extra Large Finish Dial

Capacity 24 pounds by ounces.

In price as low as, but superior to other makes in many ways. It's the best and most finely finished scale on the market.

Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

No. 890 Silver dial, brass scoop.

No. 790 Silver dial, tin scoop.

No. 890 Silver dial, steel platform.

No. 92½ Brass dial, tile platform.

Order through your jobber.

Insist on Pelouze Scales with extra large Silver Finish Dial.

PELOUZE SCALE & MFG. CO.,

118-133 W. Jackson Boul.,

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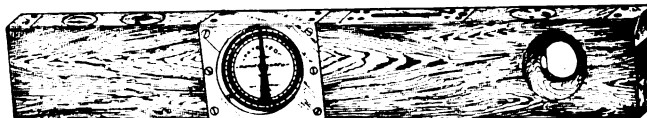
THE AMERICAN COMBINED LEVEL AND GRADE FINDER

SOMETHING ALTOGETHER NEW.



All progressive and up-to-date Mechanics, Machinists, Carpenters, Bricklayers, Masons, Plumbers, Millwrights, Road Supervisors, Track Foremen, Surveyors, Architects, Civil Engineers and others will find it indispensable, most practicable, durable and convenient for all forms of grading, laying out roads, landscape gardening, placing of pipes for drainage, getting fall of water, getting grade of hills for automobilists, cutting of rafters, laying off and leveling buildings, getting height of any object, etc.

Special Terms to Hardware Trade.



EDWARD HELB, Railroad, Pa., Manufacturer.

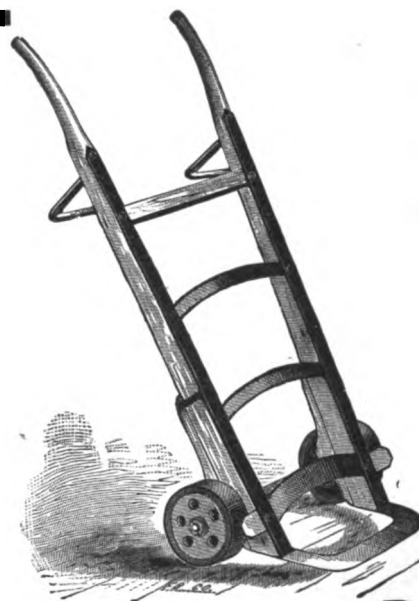
Barrel Trucks

We make a great variety of them for handling barrels, either headed or open.

We make other trucks—trucks for every purpose.

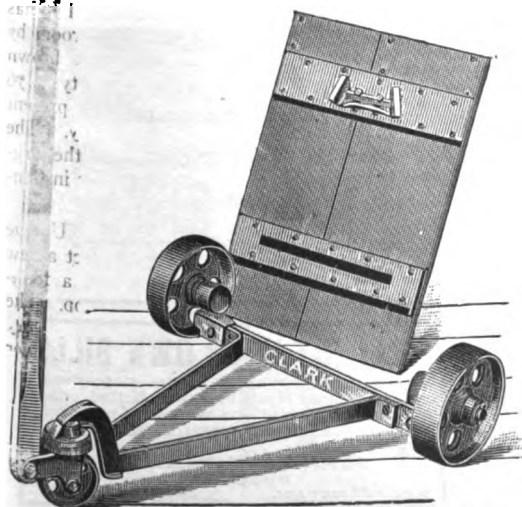
If you are interested in casters with rubber wheels

—perfectly noiseless—for mills, warehouses, hotels, hospitals, banks, or the home, send at once for our catalogue and prices.



Address Dept. A

THE GEO. P. OLARK COMPANY
WINDSOR LOCKS, CONN.



BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Camden, N. J.—The White Motor Co., of 305 Market Street, has been incorporated to manufacture automobiles, motor boats and cycles. Capital \$150,000; incorporators: James W. White, Philadelphia; Charles F. Woodhull and Charles S. King, Camden, N. J.

Decatur, Ill.—J. Saunders; new store at 614 East Eldorado Street.

Green Bay, Wis.—Matt Anheuser; new store.

Kansas City, Mo.—The Dickey Bird Target and Trap Company have filed articles of association in Independence. The capital stock is \$60,000. The company has manufactured bird traps and targets at the Dickey clay plant in the East bottoms for years.

Kearney, Neb.—J. C. Wright is about to open a Hardware and sporting goods store.

Louisville, Ky.—The Prince Wells Company has been incorporated with \$5,000 capital. Prince Wells, H. L. Wells and M. Ehrle are named as incorporators.

Milwaukee, Wis.—The Wisconsin Chlorate Company has been organized by C. E. Mathews, W. C. Martins and John M. Clarke for the manufacture of a new smokeless powder for blasting and sporting purposes; capital \$25,000. They hold the rights to the formula invented by their president, C. E. Mathews, of Rio, Wis., for the manufacture of powder by a new and economical process, for which a patent was granted Feb. 6 of this year. The company's factory will be located near Milwaukee and will be in operation in sixty days, when their capital will be increased to \$100,000.

New York, N. Y.—For the convenience of the uptown demand, C. F. Splittorf, the well-known coil maker, has taken the lease of the four-story building at 1679 Broadway. A full stock of Splittorf coils and other ignition appurtenances will be carried, of course.

New York, N. Y.—M. Laufeld & Co. have incorporated to manufacture sporting goods, etc.; capital \$6,000. Incorporators: Max Laufeld, Brooklyn; John F. Yerkin and Abraham Greenburg, both of New York.

Ottawa, Ont.—A sporting goods store will be opened at 191 Sparks street, under the firm name of Hurd & McBride. They will carry a complete stock of sporting goods and bicycle sundries.

Sturgis, Mich.—The Foyer Manufacturing Company is the style of a new concern that has been incorporated to manufacture bicycles and go-carts. The company has an authorized capital stock of \$150,000.

Traverse City, Mich.—A new bicycle repair shop has recently been opened in the shop formerly occupied by the Eckler firm, the new firm being J. W. Houghton & George Manning. The firm also handles all repair work on autos.

Waterville, Me.—J. M. Blanchard; new store at 151 Main Street.

Changes and Improvements.

Addison, N. Y.—The Reliance Motorcycle Co., conducted by W. H. Ives, will be located in Elmira, N. Y., within a short time. The company will erect a building of its own and market the motorcycle for the season of 1907 from that place.

Chicago, Ill.—The R. J. Ederer Company, manufacturers of fish nets, have leased ground and purchased the building at 2430 Michigan Avenue.

Dexter, Me.—W. E. Haseltine has admitted Olin Warren to partnership; new style, Warren & Haseltine.

Duluth, Minn.—F. M. Smith; succeeded by Smith & Campbell.

Green Bay, Wis.—The firm of Engels & Drissen, have opened a sporting goods department. They have secured the Spalding agency for that city and will carry a complete line of sporting goods, making a specialty of base ball supplies.

New York, N. Y.—R. H. Welles, treasurer of the Badger Brass Manufacturing Company, Kenosha, Wis., who has been in New York seeking a desirable location for the Solar lamp plant, which the company has decided to establish in the East, has completed the lease of large quarters in the David Williams building, Eleventh Avenue, near Thirty-seventh Street, which will be at once equipped for the intended purpose.

New York, N. Y.—The Brower Wheelmen have moved from 117 Greenwich Avenue to their new clubrooms at 98 Greenwich Avenue. The New York Club will make a special effort to be represented in all the races this year.

New York, N. Y.—The G. & J. Tire Co. are about to establish a branch of their own at 10 West Sixtieth Street. Arthur T. Smith will be in charge. Heretofore the G. & J. interests have shared the Hartford Rubber Works' branch.

New York, N. Y.—The office of the Single Tube Automobile & Bicycle Tire Company has been removed to 42 Broadway. It was previously located in the Postal Telegraph Building, at 253 Broadway.

New York.—Schoverling & Welles, formerly at 2 Murray street, who handle various kinds of sporting goods including guns, ammunition and fishing tackle are now located at 6 Reade street.

Reading, Pa.—Robert DeHart; removed to 941 Penn Street.

Riverside, Cal.—Riverside Cycle and Sporting Goods Company have moved from 860 Main Street to 960 Main Street.

Sabetha, Kans.—S. Miner, Jr. has purchased the Hardware and sporting goods business of A. N. McCleary.

Westfield, Mass.—The Pope Manufacturing Company has awarded the contracts for two big additions to the bicycle factory. The additions are one wing 60 by 100 feet, to increase the capacity of the shipping department; one wing 50 by 150, which will be used exclusively for the lamp department of the concern. The buildings will be one story.

Fires.

Milwaukee, Wis.—Fire recently damaged the Quin Book and Sporting Goods Co., of 427 East Water street, to the extent of \$5,000.

Burglaries.

Cleveland, O.—The store of Theodore P. Curtiss of West Twenty-fifth street, was robbed recently of revolvers and cartridges valued at close to \$100.

Grand Rapids, Mich.—About \$1,800 worth of revolvers, knives and sporting goods were stolen from the store of the W. B. Jarvis Co. a few weeks ago.

Miscellaneous.

Dayton, Ohio.—Members of the Dayton Bicycle Club held their annual election of directors recently and the following were selected: Edward E. Burkhardt, Wood Patton, E. C. Baird, R. G. Corwin, Orrin Jones, J. Finke, Harry J. Chancellor, J. B. Parmalee and Thomas McGee. The directors will organize within several weeks.

HARDWARE DEALERS RECORD

(Continued.)

Sulphur Rock, Ark.—George Martin has sold his Hardware store to James Jimereson.

Vail, Ia.—T. J. Giblin has sold a half interest in his Hardware store to Richard McQuire.

Watkins, N. Y.—Harry C. Stouffer has purchased the interest of T. and S. E. Banks, of Ithaca, in the Banks & Woodward Hardware business here. The inventory is being taken and as soon as it is completed Mr. Stouffer will assume possession. The new firm will be known as Woodward & Stouffer.

West, Tex.—E. E. Halloway & Co. have sold their Hardware store to Popp & Cernock.

Wetmore, Kan.—Rabonstorf Bros. have purchased the Hardware and implement business of Hough & Hayden.

Winnipeg, Man.—The Marshall-Wells Hardware Co. has completed arrangements for the construction of a handsome addition to its present quarters at Winnipeg, to handle the increased trade the company has in Canada. The new structure will cost \$150,000, and will be seven or eight stories high. The company's present building in Winnipeg is about four stories high, and the new building will be right alongside. The new structure will occupy a space about 130 by 132 feet in size, and will be of brick and stone. Work will commence on the new building at once.

Embarrassments.

Pontiac, Mich.—A receiver is asked for the Howland Manufacturing Company, manufacturers of sleighs and farm tools. The indebtedness is said to be \$20,000. The court is asked to name A. K. Edgar as receiver.

COLLECT YOUR OWN BILLS
without aid or expense of lawyers or agencies by using Business Men's Collecting Method. Used and endorsed by leading wholesale and retail firms. Send now for sample set legal collecting forms for trial on debtor.
JOHN J. DAINTON CO.
PUBLISHERS
Mention HARDWARE. MERIDEN, CONN.

The "FOLLETT"
NUMBERING MACHINE
PRICE \$5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
 240-2 W. 23d St., New York City.

THE SCHWERTLE STAMP CO.
STENCILS—BURNING BRANDS
STEEL STAMPS & DIES
SEALS—MAGN. PLATES—CHECKS
BRIDGEPORT, CONN.

Barrett Glass Cutters
 Best in quality. Unsurpassed as sellers.
 Get prices from
W. L. Barrett, Bristol, Conn.

GENUINE
BARNES' PIPE CUTTERS
 get around the question of profits
 in pipe cutters.

BARNES' IMPROVED

Thereputation they sustain for excellence
 makes them quick sellers.
 Write us for catalog and prices.
BARNES TOOL COMPANY
 New Haven, Conn.

No. 602 "Napanoch"
Pocket Knife Tool Kit.
 Most Useful. Warranted. Made in America.
 Price \$2.25 each.

With more of less frequency almost every one has use for a Knife, Hammer, File, Saw, Chisel or Screw Driver, and this outfit is practical, yet so small, being contained in a Leather Pocket Book, 4 1/4 x 3 1/4 inches, that the owner, by carrying it in his pocket, always has it at hand for immediate use, whether Camping, Boating, Teaming, Driving, in the Shop, Factory, Office, Store, Warehouse, Automobile, on the Farm, Bicy-

cle, or around the Home.
 Any Tool firmly attached or detached to the Pocket Knife in a second.

Mr. Dealer, send us a card for illustrated circular and trade prices.

U. J. ULERY CO.
 9c Warren St. New York, N. Y.

Don't Delay Getting That Padlock

The Real Thing Versus The Imitation

About Padlocks

YALE

An \$18 Padlock

No Laughing Matter

Keep People Talking About Your Store

your goods, and your advertising. Here are reduced illustrations of some 5 inch, single column padlock advertisements that will do it. They will be sent free on request in electrotypes form to all dealers handling Y & T Padlocks.

This is only one of the many ways we have of helping dealers to advertise. Tell us what Yale & Towne goods you want to push and we will give you some money-making suggestions and a good supply of printed matter.

Our two booklets "Suggestions for Selling" and "Some Advertising That Will Sell Goods For You" are good. Write for them.

ADDRESS, ADVERTISING DEPARTMENT
The Yale & Towne Manufacturing Co.
 9 to 15 Murray Street, New York

BUSEY BABBITT MELTER
 Saves 30% in Time and Gas.
 Send for Booklet.
BUSEY BURNER CO., 23 Clay St., Baltimore, Md.

LOOK TO OUR TRADE MARK ON THE PERFECT NAIL SET
 It protects you against imperfection. The "Perfect"

Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.
 N. Y. Representative, **JOS. F. MCCOY CO., 157 Chambers St., N. Y.**



Salesman Wanted

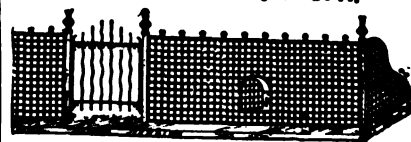
HARDWARE salesman wanted to buy an interest in our North Carolina Mica Mines and sell products of same to the trade as side line. Mines produce best electrical and stove mica in all desirable sizes. Write for particulars to North Carolina Mica & Monazite Company, Lawndale, N. C. R. F. D. No. 2.

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

WANTED—A first-class commission man to cover the States of New York and Ohio, by a Hardware manufacturer of staple goods and specialties. Address "X," care **HARDWARE**.

J. E. BOLLES IRON AND WIRE WORKS DETROIT, MICH., U. S. A.



Bank and Office Railings, Grilles, Elevator Cabs and Enclosures, Porch Railings, Window Guards, Electro Bronze Work, Ornamental Iron and Wire Work of all Descriptions.

Shipments made to all parts of the world. State your wants and **SEND FOR CATALOGUE 20H**

Columbia Can Opener

It never slips nor tears. A high-grade can opener at a low price—10 cts. retail. Discount most liberal to the trade. Send for it.

A. F. Meisselbach & Bro
30 PROSPECT STREET
NEWARK, N. J.



"A Tough Proposition"

for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

We don't just say it's indestructible—

We Guarantee

it's being so, because it's drop-forged from the best steel—cap, ferule and blade, which is of one piece, extending through handle to cap.

Sizes 2½ to 30 inches.

We make all kinds of drop-forgings.

Thomson Drop Forge Co.

Plantsville, Conn.

ASK FOR "AGENCY"



The Comfort Swing Chair

The Comfort Swing Chair combines the comfortable features of ordinary porch chairs, hammocks and swings. Occupies but little space and can be moved about at will. The frame work is made of steel. The back and seat of fancy colored canvas. Retail selling price \$3.50 f. o. b. Chicago.

Our advertisements in popular magazines this year during May, June and July will occupy large space commanding the attention of nearly 7,000,000 readers monthly. This advertising creates the demand. We sell through the trade exclusively so far as possible. Write for "agency proposition."

HAGGARD & MARCUSSEON COMPANY
Manufacturers
425 South Canal St., Chicago

COMFORT SWING CHAIR



HERE'S MONEY FOR DEALERS!

In "THE IRISH MAIL" Line of Children's Vehicles:
 "IRISH MAIL" "FLYING DUTCHMAN" "FRENCH MOBILE"
 "KATY FLYER" "HOTTENTOT" and other Children's Vehicles

WE HELP YOU

sell them by full page advertisements in the June Issues of the *Delineator*, *Designer*, and *New Idea* women's magazines; later by quarter page ads. in the *Saturday Evening Post*, *Colliers' Weekly*, *Youth's Companion* and the *Butterick Trio*. In the Fall full pages will again be run in *Colliers'*, *The Saturday Evening Post* and others.

MILLIONS OF READERS

will see and read our advertisements. It's up to you, Mr. Dealer, to prepare for the demand created. Stock up with the "IRISH MAIL" and the rest of our line.

GET BUSY FOR PROFIT SHARING!

The "IRISH MAIL" Line is easy running for the children; easy selling for the dealer. Each vehicle is strong and durable. The best for children as they furnish healthful exercise for them.

A copy of our catalogue will show you how complete and profitable our goods are for you. Don't argue. Don't delay. Send for it to-day.

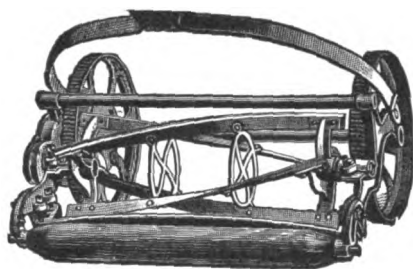
HILL-STANDARD MANUFACTURING CO.

ANDERSON, IND.

The **4** Big Lawn Mowers

Our Style A Is the Only ALL STEEL MOWER MADE

It has 10 inch wheel, 4-blade cylinder, train of 3 gears, double ratchet, making both wheels drivers. Three others—Style E, K and C—belong to the same combination.



STYLE A

In each, the revolving cutters are without bar in centre have large, long bearings, and are the most satisfactory Lawn Mowers to sell. We have others shown in 1906 Catalogue. You ought to have a copy and see how complete our line is!

The Philadelphia Lawn Mower Co.

3101-09 Chestnut St., Philadelphia, Pa., U. S. A.

YAWMAN'S PINE APPLE EYER

Cuts Cleanest, Quickest and Simplest of any on the Market

It Saves three-fourths of your time and one-fourth of the Pine Apple

Did you know there are 50 to 75 Eyes in a PINE APPLE?

25 CENTS

Yawman & Knapp Mfg. Co., ROCHESTER, N. Y.

Simplest Tool on the market.

Nothing to get out of order.

Write for prices to-day.

"HARDWARE"

Will publish the first and complete report of the Annual Convention of the American Hardware Manufacturers' and the Southern Hardware Jobbers' Association, held at Hot Springs, Va., June 12th to 15th. : : : :

Write for Special Advertising Rates for this issue to

"HARDWARE"

309 Broadway, New York.



TRADE MARK
Stamped on the Handle.

21 YEARS AGO

We made the First STEEL SPIDERS and our Trade Mark

"NEVER-BREAK"

has become the general name for Steel Spiders. Beware of spurious and unbranded imitations.

Ask any Jobber. Write for our catalogue of STEEL SEAMLESS COOKING UTENSILS.

THE AVERY STAMPING CO., Cleveland, Ohio

Mfrs. "Never-Break" Goods.

Look

through our advertising pages. They tell you of your wants. Always mention **HARDWARE** when writing to our advertisers.

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

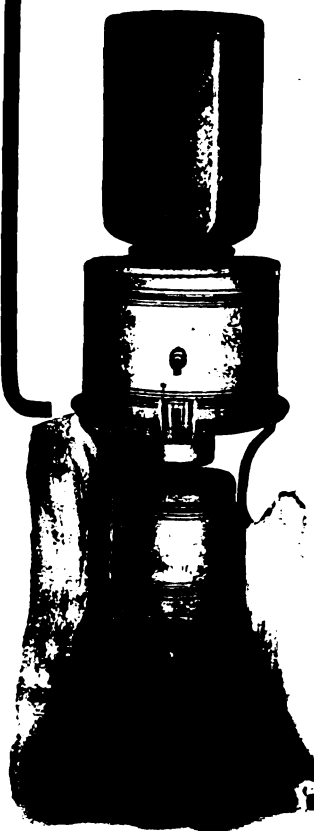
for sale through Hardware Dealers.

Merit and price have made their demand enormous.

ROSE FAMILY WATER COOLERS

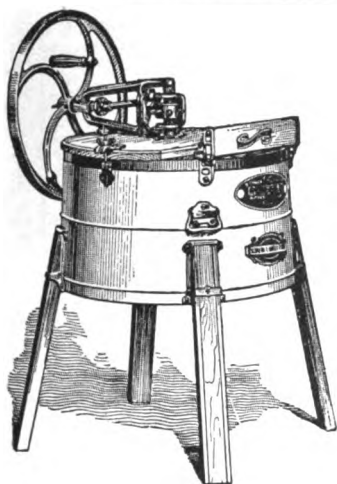
Model F we offer at the special price of \$40.00 a dozen with bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



Two of the World's Winners

The MAJESTIC WASHING MACHINE



We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

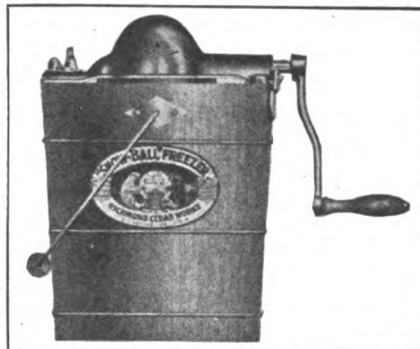
Does that tell the story?

We will verify these
figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub

of the Majestic is made of selected Virginia White Cedar, and will stand the action of water a life time. It is bound with our celebrated Electric-Welded Wire Hoops, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL

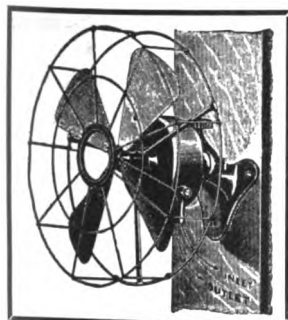


FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the Snow Ball Freezer. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of Virginia White Cedar, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are **JOBBER** or **DEALER** write us to-day for particulars and prices which will surprise you.

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

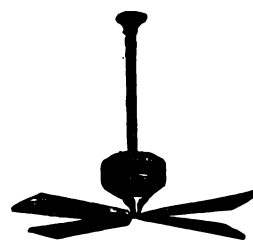


FANS

WATER FANS FOR DESK AND WALL ONLY
ELECTRIC FANS FOR CEILING, DESK, WALL OR
COLUMN, ANY VOLTAGE.
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO

D. L. BATES & BROTHER, Dayton, O.



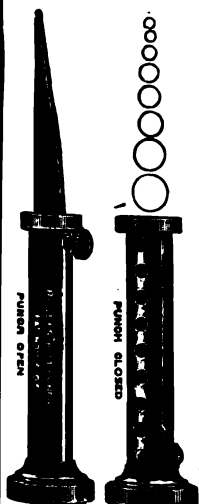
It Has a Gauge.
No Guess Work.

The ROGERS BELT PUNCH

is designed as a belt punch and nothing else. It is no make shift. It will punch any number of any size holes from one-sixteenth to three-eighths inch in diameter, and punch them all the same size.

Thousands sold to Threshermen, Saw-mill Men, Users of Belted Machinery, Harness Makers and Farmers everywhere. Can be carried in the vest pocket.

Always Ready. Write for Special Prices. The Biggest Seller on the market. WILL 50% PROFIT INTEREST YOU?



One-half actual size.

Address

THE SATTLEY STACKER COMPANY
1324 State Life Bldg.
INDIANAPOLIS, IND.

The Superior Door Holder

holds the door open without injury to floors or carpets.

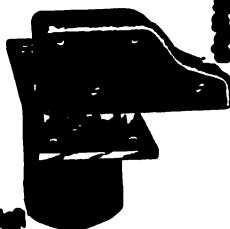
Operated by foot pressure. Adjusts itself to any unevenness of the floor.

Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.

**Superior
Spring
Hinge Co.,**

15 So. Canal St.,
Chicago, Ill.



Get Acquainted
with

The Klip-Klip Family of Rochester.



Klip-Klip Premo
A small, neat, highly finished nail clipper.

Klip-Klip cleans, trims, files the nails. Made of solid German Silver.

Klip-Klip Junior made of steel, nickel-plated, strong, neat, compact.

Klip-Klip Duo has a separate cutter for cigars.

Klip-Klip Key Ring with cigar-cutting attachment.

Klip-Klip Corn Shaver.

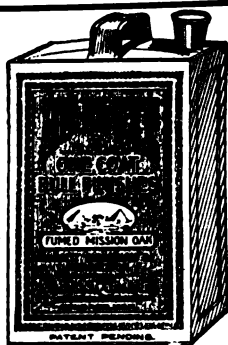
All Quick Sellers. Ask your jobber or write us

KLIP-KLIP CO.,
572 Clinton Ave.,
ROCHESTER, N. Y.





DO YOU
CARRY
THIS
PROFIT-
MAKING
PAIR OF



AD-EL-ITES?

These are money makers for you *because the goods sell. They sell* because 1st. They have merit. 2nd. There is a general demand for such goods. 3rd. They are advertised so widely that purchasers know of them and ask for them. : : : :

YOU MAKE A CLEAN 35% PROFIT ON THEM.

Spring time is the best Ad-el-ite time. Let us quote you on a trial order. Our Catalogue *Free.* : : : : :

Adams & Eltinge Co.

The Ad-el-ite People.

Station 3.

Chicago.

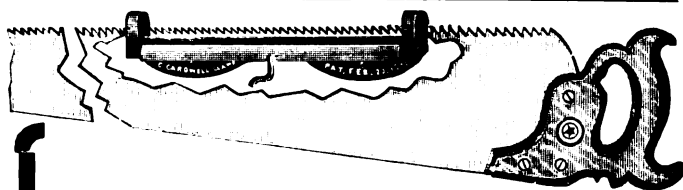
A
POSITIVE,
FORCEFUL
SELLING AGENT
IS THE
QUALITY
OF THE



DISSTON SAWS

THEY
DEVELOP
TRADE.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.



C. C. C. Saw Clamp

Is the latest, lightest and best Saw Clamp on the market.

Best For Wood Workers

because it only weighs about a pound, is simple in construction, durable and efficient. Can be carried in the pocket.

Frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files. It's noiseless in operation.

Send for particulars and prices. Mention HARDWARE.

C. W. Gardwell Mfg. Co.
JAMAICA, N. Y.

It's All In The Flare

of the Beater which has given to
**Holt's Improved Dover
Egg Beater and Cream Whip**
such popularity with thrifty
housewives everywhere.

Beats eggs
in
20 seconds.

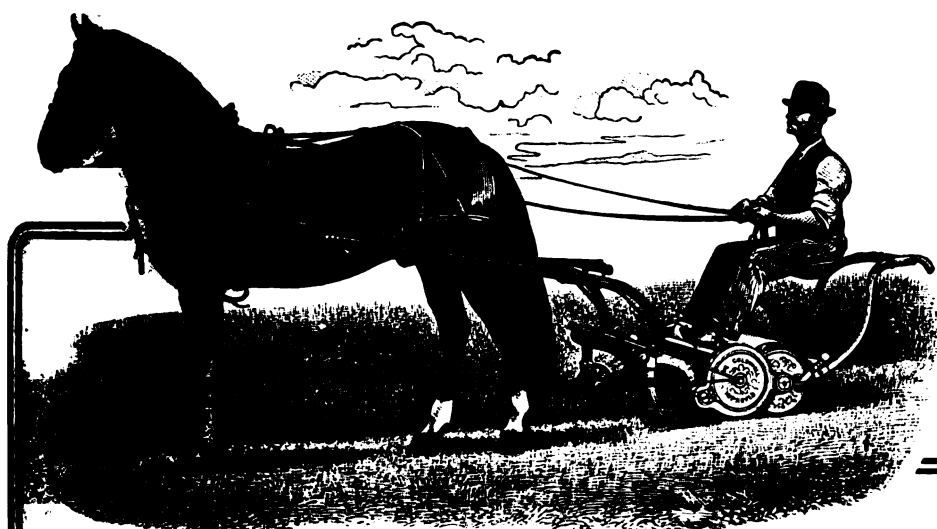
Four times
faster than
the Best
Hand Beater
and much
lighter and
stiffer.



Because
the Flare is
one-third
larger than
the ordinary
size Beater
and it's the
Flare that
makes it
sell.

Over 25 Tons sold in England in six months!
We make the "Cleaner" Carpet Beater.
*If you are not, you ought to handle it.
Write for prices to-day.*

Holt-Lyon Company
Tarrytown, N. Y., U. S. A.



Coldwell's Improved Horse Mower.

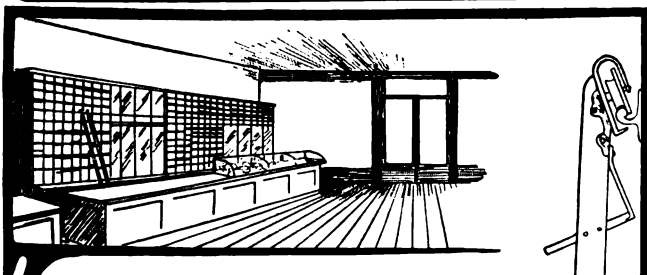
Coldwell Lawn Mowers

Coldwell Horse Mowers

Are Used Exclusively on the Parks of GREATER NEW YORK, also on the Parks of Buffalo, Detroit and many other large cities, and by the UNITED STATES GOVERNMENT.

Send for Catalogue
of Coldwell Hand, Horse and Motor Power Mowers.

COLDWELL LAWN MOWER CO., . . . Newburgh, N. Y.



DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelving and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

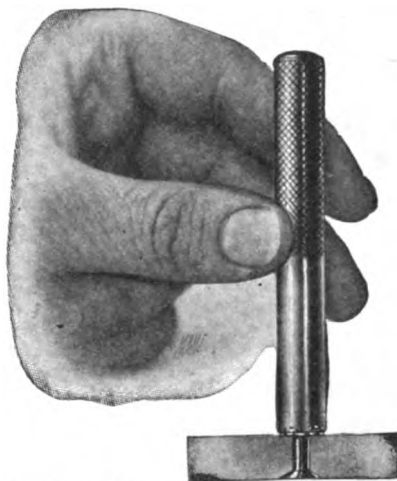
Our latest catalog illustrates 14 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.

400 N. 8th St. . . ST. LOUIS, MO.



The Simplex Riveter



Price with 12 boxes of Rivets **\$1.50 per doz.**

This is the simplest possible form of tool for setting tubular and split rivets and is also the easiest and simplest to use; all that is necessary being a wagon tire or other convenient hard surface to rest the head of the rivet against and a hammer or wrench to drive with. The illustration explains the method of using.

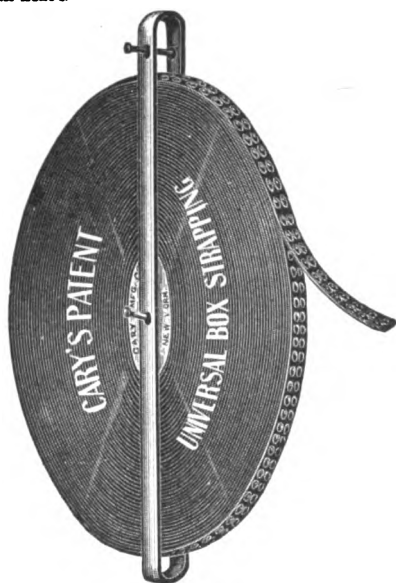
This is new and sells like hot-cakes at 25 cts., with a box of 50 rivets included.

For sale by leading jobbers, or we will send one dozen prepaid with 12 boxes of rivets on receipt of the price.

F. H. SMITH MFG. CO.
48-50 St. Johns Court, Chicago, Ill.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{2}$, $\frac{3}{8}$, $\frac{1}{4}$ and $\frac{1}{8}$ inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

Razor AND 7 Blades \$1

WED. EVER READY
TUES. EV
MON. EVER R
SUN.
THURS. ADY
FRI. READY
SAT. READY

A Blade for every day in the Week

We are running full blast now at the new "Ever-Ready" factory. It's a wonderfully large and wonderfully complete razor makery. All that pressure of too much business in the old place has been overcome with the gigantic output of a half million blades weekly. That world-wide, sweeping, increased demand that is still coming, will be taken care of with precision, thoroughness and uniformity of product to the "happiness" of jobber, dealer, consumer and ourselves. Let the orders come. Prepare strongly. There's new impetus for increased sales forced by increased advertising.

Samples of the improved "Ever-Ready," improved boxing—the new idea in sets—if you'll write.

AMERICAN SAFETY RAZOR COMPANY

OFFICES AT
BROADWAY and DUANE STS.,
NEW YORK

A Readable Light

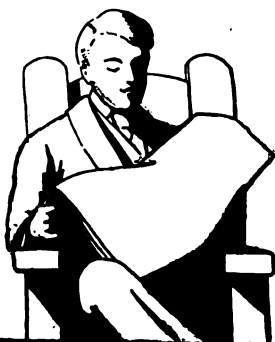
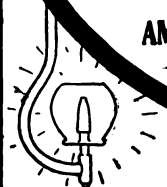
for home use must combine great power and whiteness with an absence of glare and irritation.

The American Automatic Lighting System

fulfills this requirement. It floods the room with a restful light that brings out every detail of print or sewing. It is safe, reliable, simple and economical. Regulates itself automatically.

Hardware Dealers throughout the country are making handsome profits selling these machines to their customers. You will be interested in our prospectus—and an estimate for lighting your store. Write for it.

AMERICAN GAS MACHINE CO.,
ALBERT LEA, MINN.



DON'T FAIL

TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, $\frac{1}{2}$ gal. 48c
Linseed, City, boiled, in bbls. 45c
Out of Town, on spot, $\frac{1}{2}$ gal. 41c
Calcutta, raw, in barrels, $\frac{1}{2}$ gal. 65c
Lard, prime city, $\frac{1}{2}$ gal. 66c@67c
Lard extra, No. 1. 48c@49c
Lard, No. 1. 88c@90c

Paints and Colors

Barytes, Foreign floated, $\frac{1}{2}$ ton \$17.50@19.00
Barytes, American floated, $\frac{1}{2}$ ton \$18.00@19.00
White Lead, American, dry, in bbls. 65c
 $\frac{1}{2}$ lb. 65c
White Lead, American, in oil, in lots of less than 500 lbs., $\frac{1}{2}$ lb. net. 75c
In lots of 500 lbs. and over, $\frac{1}{2}$ lb. 75c
White Lead Eng., in oil, $\frac{1}{2}$ lb. 85c@90c
Zinc, American dry, $\frac{1}{2}$ lb. 45c@50c

Putty, Commercial— $\frac{1}{2}$ 100 lb

In bladders \$1.55 @1.55
In bbls. or tubes 1.30 @1.40
In 1 lb. to 5 lb cans 2.50 @2.50
In 12 1/2 to 50 lb cans 1.45 @1.55

Spirits Turpentine

In regular bbls. 67 1/2 @68c
In machine bbls. 68 1/2 @69 1/2c

Dry Colors

$\frac{1}{2}$ Lb
Blue, Chinese. 80c@85c
Blue, Prussian. 80c@85c
Blue, Ultramarine. 60c@65c
Sienna, Italian, burnt & powdered. 80c@85c
Sienna, Italian, raw & powdered. 80c@85c
Umber, Turkey, burnt. 80c@85c
Umber, Turkey, raw. 80c@85c
Green, Chrome, ordinary. 15c@16c
Green, Paris, in kegs. 15c@16c
Indian, Red, American. 80c@85c
Indian, Red, English. 45c@50c

Colors in Oil

Black Ivory, best. 10c@20c
Blue, Chinese. 20c@25c
Blue, Prussian. 20c@25c
Blue, Ultramarine. 14c@15c
Sienna, burnt. 20c@25c
Sienna, raw. 20c@25c
Umber, burnt. 11c@12c
Umber, raw. 11c@12c

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

| | |
|--------------|---------------|
| Eley's E. B. | 52¢@55¢ |
| G. D. | per M 34¢@35¢ |
| F. L. | per M 40¢@42¢ |
| G. E. | per M 48¢@50¢ |
| Muske. | per M 52¢@55¢ |

PRIMERS

| | |
|-------------------------------|------------------|
| Berdan Primer \$2.00 per M. | 20¢@25¢ |
| B. L. Caps (Sturtevant Shell) | \$3.00 per M. |
| M. | 20¢ |
| All other Primers per M. | \$1.52 to \$1.60 |

CARTRIDGES—

| | |
|------------------------------|---------|
| Blank Cartridges | |
| 22 C. F. | 10¢@12¢ |
| 22 C. F. | 10¢@12¢ |
| 22 cal., Rim. | 10¢@12¢ |
| 22 cal., Rim. | 10¢@12¢ |
| H. B. Caps. Con. Ball, awgd. | \$1.30 |
| H. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 25¢ |
| Target and Sporting Rifle. | 15¢@15¢ |
| Primed Shells and Bullets. | 15¢@15¢ |
| Rim Fire Sporting. | 50¢ |
| Rim Fire Military. | 15¢@15¢ |

SHELLS, EMPTY—

| | |
|---|---------|
| Brass Shells | |
| First quality, all gauges. | 60¢@55¢ |
| Climax, Club, Rival, 10 and 12 gge. | 65¢@55¢ |
| Paper Shells | |
| Acme, Ideal, Leader, New Rapid. | |
| Magie, 10, 12, 16 and 20 gauge. | 25¢@25¢ |
| Bine Rival, New Climax, Challenge. | |
| Monarch, Defiance, New Victor, Re- | |
| peater, Yellow Rival, 10, 12, 18 and 20 | |
| gauge. | 20¢ |
| Climax, Union, League, New Rival, 10 | |
| and 12 gauge. | 25¢ |
| Climax, Union, League, New Rival, 14, | |
| 16 and 20 gauge (\$7.50 list). | 20¢ |
| Expert, Metal lined, and Pigeon, 10, | |
| 16 and 20 gauge. | 35¢@45¢ |

SHELLS, LOADED—

| | |
|---------------------------------|-----------|
| Black Powder. | 40¢ |
| Smokeless Powder, medium grade. | 40¢@45¢ |
| Smokeless Powder, high grade. | 40¢@10¢10 |

SHOT—

| | |
|------------------------------------|--------|
| Drop, up to B 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Back, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |

GUN WADS—# 1000—

| | |
|-----------------------------|--------------|
| B. E., 11 up. | \$.80 |
| B. E., 9 and 10. | .70 |
| B. E., 8. | .80 |
| B. E., 7. | .80 |
| P. E., 11 up. | 1.00-15¢ |
| P. E., 9 and 10. | 1.25 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Ely's B. E., 11 and larger. | \$1.70¢@1.75 |
| Ely's P. E., 12 to 20. | \$3.00¢@3.25 |

Animal Pokes

| | |
|---------------------|--------|
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye. | \$4.25 |
| Western. | 4.00 |

Anti-Rattlers

| | |
|---|-------------|
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00 |
| Burton's, ¢ doz. pair, Nos. 2 and 5. | 50¢ |
| Per doz. pair, No. 1. | 1.00 |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | ¢ Gro. |
| Daily, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.40 |

Anvils

| | |
|----------------------------------|--------|
| American "Horse-Shoe" | 9¢ |
| And Hammer | 8¢@85¢ |
| Eagle Anvil, ¢ lb, net. | 6¢@7¢ |
| Hay-Buider, Wrought. | 9¢@9¢ |
| Peter Wright's. | 10¢ |
| Trenton. | 9¢@9¢ |
| Columbian, all steel, ¢ lb, net. | 9¢ |

ANVIL AND VISE COMBINED—

| | |
|----------------------------|------------------|
| Miller Falls (with drill). | \$18.00, 15¢@10¢ |
|----------------------------|------------------|

Augers and Auger Bits

| | |
|-----------------------------------|---------------|
| Boring Machine Snells. | 70¢ |
| Com. Auger Bits. | 75¢@75¢10¢ |
| Forster Pat. Bit. | 25¢ |
| Ford Auger Bit Co. | |
| Auger Bits. | |
| Car Bits. | 40¢@40¢55¢ |
| Machine Bits. | |
| C. E. Jennings & Co. | |
| D'ble Spur pattern car, No. 30. | 40¢@7¢10¢ |
| Nobles Double Spur, No. 32. | 35¢@10¢ |
| No. 10, Extension Lip. | 25¢@10¢ |
| Car Bits, No. 10. | 35¢@10¢ |
| Car Bits, No. 30. | 40¢@7¢10¢ |
| Ring Augers. | 60¢@10¢10¢ |
| Jennings' Pattern. | 60¢@10¢10¢ |
| Snell's Auger and Car Bits. | |
| Extra. | 60¢@10¢10¢ |
| No. 1. | 60¢@10¢10¢10¢ |
| Russell Jennings Augers and Bits. | 25¢@10¢2¢1¢ |

HOLLOW AUGERS—

| | |
|-------------------------|-------------|
| Ames. | 25¢@10¢ |
| Bonney's Adjustable. | 45¢@50¢6.00 |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25¢@10¢ |
| Miller Falls, Goodell. | 15¢@7¢10¢ |
| Universal, each \$4.50. | 20¢ |

EXPANSIVE BITS—

| | |
|------------------------------------|---------|
| C. E. Jennings & Co., Steers' Pat. | 35¢@10¢ |
| Clark's small, \$18. | 50¢@10¢ |
| Clark's large, \$25. | 50¢@10¢ |
| Ives' Model, ¢ doz. \$60. | 50¢ |

DOUBLE CUT GIMLET BITS—

| | |
|----------------------------------|--------------|
| Common, net. | \$3.00¢@3.25 |
| German Pattern, net. | \$4.50¢@5.75 |
| Mayhew's Diamond, ¢ doz. \$1.25. | 40¢ |
| C. E. Jennings & Co. | 45¢@10¢ |
| Ladd's. | 60¢@10¢ |
| Mayhew's. | 40¢@10¢ |
| Snell's Bell Hangers. | 60¢ |

TWIST DRILLS—

| | |
|---------------------------|------------------|
| Bit Stock. | 60¢@10¢60, 10¢10 |
| Taper and Straight Shank. | 60¢@10¢60, 10¢10 |
| SHIP AUGERS AND BITS— | |
| Ford Auger Bit Co. | 35¢@10¢ |
| L'Hommedieu's. | 15¢ |
| Snell's. | 40¢@10¢ |
| Watrous. | 35¢@5¢ |

Awl and Auger Handles

See Handles

Awls

| | |
|---------------------------------|--------------|
| Handled Brad. | Per Gro. |
| Handled Scratch. | \$2.75¢@3.00 |
| Patent Peg. | \$1.00¢@1.00 |
| Sewing, Com. | 85¢@1.00 |
| Shouldered Peg. | 65¢@70¢ |
| Shouldered Brad. | 65¢@65¢ |
| Socket Scratch, ¢ doz. | \$1.00 |
| Stanley Rule and Level Handled. | 45¢ |

Awl and Tool Sets

| | |
|---|---------|
| Alken's Awls and Tools. | |
| No. 10, ¢ doz. \$7.50; No. 20, ¢ doz. | \$10 |
| Brad Sets: | |
| No. 42, \$10.50; No. 48, \$12.50. | 70¢ |
| Fray's Adj. Tool Hds., Nos. 1, \$12; 2, \$15; | |
| \$12; 4, \$9; 5, \$7. | 55¢ |
| Ice Awls. | 55¢ |
| Miller's Falls Adj. Tool Holders: | |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. | 15¢@10¢ |
| C. E. Jennings & Co's. Adj. Tool Hds. | 35¢@45¢ |
| Rollis Hdw. Co., Adj. Tool Holders, No. | 1, \$18 |

Axes

| | |
|---------------------------|--------|
| Single Bit, base weights: | |
| First Quality. | \$5.00 |
| Second Quality. | \$4.50 |
| Double Bit, base weights: | |
| First Quality. | \$7.50 |
| Second Quality. | 6.75 |

HATCHETS—

| | |
|--|---------|
| Hunt's, Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50¢ |
| Broad and Bbl. | 40¢@10¢ |
| Boy's Axes. | 50¢ |
| Peck Edge Tool Co.: | |
| Hatchets, Shingling, etc. | 50¢ |
| Broad and Bbl. | 40¢@10¢ |
| Boy's Axes and Hatchets. | 50¢ |

Axle Grease

| | |
|----------------------------------|----------|
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (36 in case). | 15 ea. |
| 2 " | 12 " |
| 5 " firkins (6 in case). | \$1.20 " |
| 25 " | 2.75 " |
| 50 " kegs. | 9.00 " |
| 100 " | 9.00 " |
| 200 " half bbls. | 8¢@1b |
| \$75-400 lb | |
| Snow Flake. | |
| One-quart cans, ¢ doz. | \$ 2.00 |
| Two-quart cans, ¢ doz. | 3.20 |
| One-gallon cans, ¢ doz. | 6.00 |
| Five-gallon cans, ¢ doz. | 24.00 |
| Quarter bbls. (15 gals.), ¢ gal. | 45 |
| One-half bbls. ¢ gal. | 40 |
| Bbls., ¢ gal. | 35 |

Balances, Spring

| | |
|------------------------------|-----|
| Chatillon's: | |
| Light, class A. | 50¢ |
| Circular Balances, class C. | 50¢ |
| Ice Balances, class B. | 50¢ |
| Straight Balances, Class A1. | 50¢ |
| Class A2. | 40¢ |
| Class D. E. F. | 30¢ |
| Class G. | 20¢ |

Balances, Sash

| | |
|-------------|-----------|
| Caldwell's. | 50¢ |
| Fullman's. | 50¢@10¢60 |

Beef Shavers

| | |
|-------------------------|---------|
| Enterprise: | |
| Japanned, each, \$5.00. | 25¢@30¢ |
| Tinned, each, \$10.50. | 25¢@30¢ |

Bells

| | |
|----------------------------|------------|
| HAND— | |
| Hand Bell, polished brass. | 60¢@50¢10¢ |
| Pure bell metal. | 60¢ |
| Silver chime. | 35¢@35¢ |
| White metal. | 60¢ |

DOOR—

| | |
|----------------|---------|
| Trip, Gem. | 50¢@10¢ |
| Gong, Abbe's. | 45¢ |
| Gong, Yankee. | 55¢ |
| New Departure: | |
| Rotary. | 50¢@10¢ |
| Push. | 50¢ |

COW—

| | |
|---------------------------|------------|
| Common wrought. | 75¢@75¢10¢ |
| Kentucky. | 70¢@70¢10¢ |
| Kentucky, Sargent's list. | 70¢ |
| Texas Star. | 50¢ |
| Western, Sargent's list. | 70¢@70¢10¢ |

Bellows

| | |
|---------------|------------|
| Blacksmith's. | 65¢@10¢70¢ |
| Hand. | 25¢@10¢ |
| Moulders. | 25¢@10¢ |

Belting Rubber

| | |
|-------------------------------------|---------|
| Roston Belting Co.: | |
| "Boston". | 50¢ |
| "Imperial," seamless stitched. | 45¢ |
| Niagara. | 80¢ |
| New Jersey Car Spring & Rubber Co.: | |
| Extra Para. | 40¢@10¢ |
| Reliable. | 50¢@10¢ |
| Staple. | 60¢@10¢ |

Bench Stops

| | |
|---|---------|
| Morrill's No. 1, \$10.00 per doz.; No. 2. | 50¢ |
| Seymour Smith & Sons. | 25¢@10¢ |
| Miller's Falls. | 15¢@10¢ |
| Weston's. | 40 |

Binder Twine

| | |
|------------------|-----------|
| Stial. | Per Pound |
| Standard. | 10¢ |
| Standard Manila. | 10¢ |
| Manila. | 12¢ |
| Pure Manila. | 15¢ |

Bit Holders.

| | |
|---------------------------|---------|
| Angular. | 45¢ |
| Extension. | 40¢@50¢ |
| Barber's, ¢ doz. \$15.00. | 45¢@50¢ |
| Ives', ¢ doz. \$20.00. | 60¢@10¢ |

Blind Adjusters

| | |
|----------------------------|------------|
| Columbian. | 35¢ |
| Domestic, ¢ doz. \$3.00. | 35¢@45¢ |
| Excelsior, ¢ doz. \$10.00. | 50¢@10¢25¢ |
| North's. | 10¢ |
| Zimmerman's. | 50¢@50¢10¢ |

Blind Fastenings and Tenons

| | |
|-------------------------|------------|
| Security Gravity, ¢ gr. | \$9.00 |
| Zimmerman's. | 50¢@50¢10¢ |

Blocks, Tackle

| | |
|-----------------------------------|---------------|
| Eddy's. | 50¢@10¢60¢ |
| Hartz' Steel. | 40¢@10¢60¢55¢ |
| Iron Strapped, Japanned Sheaves. | 70¢@10¢ |
| Iron Strapped, Lig Vitae Sheaves. | 60¢ |
| Rope Strapped Japanned Sheaves. | 65¢@10¢ |
| L. V. Sheaves. | 40¢ |
| Lanes: | |
| Junior, Self Sustaining. | 80¢ |
| Pat. Automatic. | 80¢ |
| Reef Safety. | 80¢ |
| Stowell, Novelty Block. | 50¢@10¢ |

Bolts

| | |
|----------------------------------|------------------|
| DOOR AND SHUTTER— | |
| Cast Iron Barrel, Square, & C. | 60¢@10¢ |
| Cast Iron Chain. | 60¢@10¢ |
| Cast Iron Shutter Bolts. | 60¢@10¢ |
| Ives' Patent Door Bolts. | 60¢ |
| Wrought Barrel. | 80¢@80¢10¢ |
| Wrought Barrel Bolts, Griffin's. | 75¢@10¢ |
| Wrought Square. | 70¢@70¢10¢ |
| Wrt Shutter, St'nd list. | 50¢@10¢50¢10¢55¢ |
| Wrought Spring, Sargent's. | 70¢@10¢75¢ |

CARRIAGE, MACHINE, & C.—

| | |
|---|---------|
| Common carriage (cut thread), 1/4x8 and | |
| smaller. | 75¢ |
| Larger and longer. | 65¢@55¢ |
| Phila. Eagle, \$5.00 list May 24, '99. | 80¢ |
| Bolt ends, list Feb. 14, '96. | 65¢@10¢ |
| Bolt ends, with C and T nuts. | 65¢@55¢ |
| Machine, 1/4x8 and smaller. | 75¢ |
| Machine, larger and longer. | 65¢@10¢ |

TIRE—

| | |
|--------------------------------------|------------|
| American Screw Co.: | |
| Bay State, plain, list Dec. 28, '90. | 80¢ |
| Bay State, fluted. | 80¢ |
| Eagle Phila. | 82¢@45¢ |
| Norway, Phila. | 80¢ |
| Common. | 75¢@10¢80¢ |
| Norway, Phila. | 80¢ |
| Portchester, Norway. | 80¢ |
| Phila. | 82¢@45¢ |

STOVE AND PLOW—

| | |
|--------|---------|
| Plow. | 65¢@10¢ |
| Stove. | 87¢@10¢ |

MISCELLANEOUS—

| | |
|-------|-----|
| Sink. | 80¢ |
|-------|-----|

Bone Mills

| | |
|-------------|---------|
| Enterprise. | 25¢@30¢ |
| Stearns. | 40¢ |

Borers, Tap

| | |
|-----------------------|------------------------|
| Enterprise. | 20¢@25¢ |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co.: | |
| No. 6. | 30¢@10¢ |
| No. 10. | 25¢@10¢ |
| Common ring. | 20¢@10¢ |
| Ives. | 25¢@10¢ |

Boring Machines

| | |
|----------------------|-----------------|
| WITHOUT AUGERS— | |
| Upright. Angular. | |
| Jennings'. | 35¢@55¢ |
| Miller's Falls. | \$7.50, 15¢@10¢ |
| Snell's, Rice's Pat. | \$2.50, 25¢ |
| Phillips. | 40¢ |
| | \$4.00 net |

Bow Pine

| | |
|------------|---------|
| Hotchkiss. | 60¢@10¢ |
|------------|---------|

Boxes, Mail

| | |
|-----------|---------|
| Heller's. | 40¢@55¢ |
|-----------|---------|

Box Hooks

| | |
|----------------------|------------|
| Humason & Beckley's. | 60¢@10¢10¢ |
|----------------------|------------|

Box Openers

| | |
|-----------------|-------------------|
| Humason's. | ¢ doz. net \$5.00 |
| Bemis & Call's. | 65¢ |

Box Scrapers

| | |
|------------|-----|
| Bradley's. | 30¢ |
|------------|-----|

Box Strapping

| | |
|--------------|-------------|
| Calipso..... | 20¢10¢10¢5¢ |
|--------------|-------------|

Chains

| | |
|---------------------------------------|--------------|
| Galvanized Pump chain, # lb. | 44¢@45¢ |
| Ger. coll. list July 24, '97. | 60¢@100¢@10¢ |
| Ger. Hailer chain, list July 24, '97. | 60¢@100¢@10¢ |
| Jack chain, iron. | 60¢@100¢@10¢ |
| Jack chain, brass. | 60¢@100¢@10¢ |
| Onida Wire Dog Chain. | 45¢@50¢ |
| Trace Wagon and Fancy Chains. | 60¢@100¢ |
| New list. | 60¢@100¢ |
| Hridgeport Trace chains. | 60¢ |
| Stake chains. | 60¢ |
| Heel chains. | 30¢ |
| COW TIES. | |
| American. | 45¢@50¢ |
| Niagara. | 45¢@50¢@10¢ |
| Covert Mfg. Co. | |
| Cotton. | 45¢ |
| Hemp. | 45¢ |
| Java. | 45¢ |
| Steel. | 38¢@40¢ |

Chain Guards

| | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

Carpet Stretchers

| | |
|---------------------------------|---------|
| Montrose "Excelator," # doz. | \$4.00 |
| Bullard's. | 38¢@40¢ |
| Cast iron, steel points, # doz. | 80¢ |
| Sockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| Stirling Carpet Sweepers. | 25.00 |
| Model A, Nickel trimmings. | 21.00 |
| "B, Japd." | 21.00 |
| "C, Nickel" | 21.00 |
| "D, Japd." | 19.50 |

Carpet and Rug Beaters

| | |
|------------------------|--------|
| No. 12, Wire, Tinned. | \$0.85 |
| "11, Wire, Coppered. | 1.10 |
| "11, Wire, Tinned. | 1.20 |
| "10, Wire, Galvanized. | 1.50 |

Cherry Stoners

| | |
|------------------------------|---------|
| Enterprise. | 25¢@30¢ |
| Goodell's Family, net # doz. | \$2.00 |
| Reilman's, net, # doz. | 6.00 |

Chisels

| | |
|-------------------------------|------------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 75¢@75¢@10¢ |
| L. & J. White. | 30¢@30¢@5¢ |
| C. E. Jennings & Co., No. 70. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 65¢@2¢@10¢ |
| TANGED & MISCELLANEOUS— | |
| W. & S. Butchers. | \$4.75@5.00 to 2 |
| C. E. Jennings & Co. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 25¢@10¢ |
| Tanged Chisels. | 25¢@10¢ |
| Tanged Gouges. | 25¢@10¢ |
| Tanged Firmers. | 38¢@10¢ |
| Tanged Gouges. | 38¢@10¢ |
| L. & J. White. | 25¢@5¢ |
| COLD CHISELS— | |
| Good quality, # lb. | 15¢@16¢ |
| Snell's best C. S. | 40¢@5¢ |
| Cronk's. | 50¢ |

Cleaners, Sidewalk

| | |
|------------------|--------|
| Challenge Shank. | \$3.25 |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

| | |
|------------------------------|---------|
| HORSE— | |
| Chicago Flexible Shaft Co's. | |
| Lighting Belt Clipping Mach. | \$15.00 |
| New '98, Chicago. | 8.75 |
| 1902 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|--------------------------|---------|
| Snow Flake. | \$ 3.00 |
| One-pint cans, # doz. | 15.00 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 66.00 |

Cocks, Brass

| | |
|---|-------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks. | 70¢@10¢@75¢ |

Coffee Mills

| | |
|---------------------|--------------|
| Box and Side. | 50¢@100¢@80¢ |
| Enterprise Mfg. Co. | 25¢@30¢ |
| Lane Bros. Co. | 30¢ |

Compasses, Dividers, &c

| | |
|---------------------------------|-------------|
| Atzol Calipers and Dividers. | 40¢ |
| Bemis & Call Co's. | |
| Compasses. | 50¢ |
| Dividers. | 60¢ |
| Compasses, Callipers, Dividers. | 75¢@75¢@10¢ |

Coopers' Tools

| | |
|-------------------|-----------------|
| Barton's. | 20¢@20¢@5¢ |
| L. & J. White. | 20¢@20¢@5¢ |
| Sandusky Tool Co. | 25¢@10¢@30¢@15¢ |

Corkscrews

| | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 33¢@4¢ |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, # doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|------------|
| Kretzinger Cut-Easy. | not \$2.00 |
|----------------------|------------|

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 60¢ |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40¢@45¢ |
| Smith's. | 25¢ |
| Snell's. | 40¢ |
| Wheeler's Patent. | 50¢ |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 20¢ |
| Dixon's. | # Gro. |
| Eclipse. | 7 in., \$2.75; 9 in., \$4.25 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 5.12 |
| Solid. | 7.50 |
| Tailors, black, \$5.00; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|---------|
| Kohler's. | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's. | 25¢@10¢ |

Cutlery

| | |
|-------------------|-----|
| Foster's Pocket. | 80¢ |
| Carriers' Pocket. | 80¢ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|------------------------------|-------------|
| Walter B. Stevens & Son: | |
| Brass. | 40¢ |
| Embossed Gilt. | 50¢@10¢ |
| Leather. | 50¢@10¢ |
| Union Hid'wre Co., new list. | 50¢@50¢@10¢ |

Door Checks

| | |
|-------------------------------|---------|
| Bardale's. | 40¢@45¢ |
| Columbia. | 50¢@10¢ |
| Home. | 50¢@10¢ |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|---------|
| Empire. | 50¢ |
| Superior. | 38¢@40¢ |

Door Springs

| | |
|-----------------------------------|-------------|
| Columbian Steel. | 20¢ |
| Failless. | 50¢ |
| Gem (Coll), list Oct. '96. | 20¢ |
| Pullman, Perfect. | 25¢ |
| Pullman Coil. | 25¢ |
| Star (Coll), list Oct. '96. | 30¢ |
| Torrey's Rod, 50 in., # doz. net. | \$1.10@1.25 |
| Victor, Coll. | 50¢@10¢@10¢ |
| Chicago Coil Springs. | 40¢@10¢ |
| Reliance Coil Springs. | 40¢@10¢ |

Drain Cleaners

| | |
|--------------------|--------|
| Iwan's Adjustable. | 55¢ |
| Iwan's Stationary. | 40¢@5¢ |

Drawer Pulls

| | |
|---------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75¢@10¢ |
| Sargent's list. | 60 |

Drawing Knives

| | |
|---------------------|-------------|
| Standard Makes. | 70¢@10¢@75¢ |
| Adjustable Handle. | 25¢@25¢@10¢ |
| Jennings & Griffin. | 60¢ |
| Watrous. | 16¢@10¢ |
| L. & J. White. | 30¢@5¢@25¢ |

Drills and Drill Stocks

| | |
|---------------------------------------|-------------|
| Automatic Boring Tools, Goodell's. | 40¢@50¢@10¢ |
| Blacksmith's. | 25¢@20¢ |
| Breast, Goodell's. | 25¢@20¢ |
| Breast, Miller's Falls, each \$3.00. | 15¢@10¢ |
| Stearns' bench. | 80¢ |
| Hand, Goodell's. | 80¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 38¢@40¢ |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | | |
|------------------------------|--------|--------|
| Holt-Lyon Co. | # Doz. | # Gro. |
| No. 5, Japanned, Daasher. | \$0.85 | \$3.50 |
| No. 4, Japanned, 6 doz. | \$1.15 | 15.00 |
| No. 1, Tinned. | 1.40 | 16.80 |
| No. 2, Japanned, hotel size. | 1.85 | 22.00 |
| No. 6, Japanned, Daasher. | | |
| flared. | 1.55 | 19.30 |
| No. 3, Tinned, hotel size. | 2.00 | 24.00 |

Escutcheons

| | |
|-------|-----|
| Wood. | 25¢ |
|-------|-----|

Farriers' Knives

| | |
|-------------------|--------|
| 'Challenge'. | \$2.00 |
| Pope's. | 4.00 |
| Wilkinson's, net. | 5.00 |
| Westonholm's. | 5.25 |

Faucets

| | |
|------------------------------------|-------------|
| Iron Petroleum. | 70¢@70¢@10¢ |
| John Sommer's "Peerless," Tin Key. | 40¢ |
| "Boss," Tin Key. | 50¢ |
| "Victor," Metal Key. | 50¢@10¢ |
| "Duplex," Metal Key. | 60¢ |
| "I. X. L., Cork Lined. | 60¢ |
| "Reliable," Cork Lined. | 60¢@10¢ |
| "O. K., Cork Lined. | 60¢ |
| "Chicago," Cork Lined. | 60¢ |
| "Perfection," Cedar. | 40¢ |
| "No Brand," Cedar. | 50¢ |

SELF MEASURING—

| | |
|-------------------|-------------|
| Enterprise # doz. | \$38.00 |
| Lane's. | \$40.10@25¢ |

Files

| | |
|--------------------------|-----------------------|
| DOMESTIC— | |
| New list, Nov. 1, 1899: | |
| American. | 75¢@10¢@75¢@10¢@10¢ |
| Arade. | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith. | 75¢@10¢@75¢@10¢@10¢ |
| Diamond's. | 75¢ |
| Diamond's Superfine. | 50¢ |
| Eagle. | 75¢@10¢@75¢@10¢@10¢ |
| Great Western. | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot. | 75¢@10¢@75¢@10¢@10¢ |
| McClellan. | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson. | 70¢@10¢@75¢@5¢ |
| Nicholson's X. F. Files. | 40¢@40¢@10¢ |
| Royal. | 80¢@80¢@10¢ |
| IMPORTED— | |
| Stub's. | Stub's list, 80¢@38¢@ |

Filters

| | |
|----------------------------|--------------|
| Acorn. | 50¢ |
| Fulper's Natural Stone. | \$2.50@15.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|--|-------------|
| Am. Fish Hook Co. list. | 60¢@60¢@10¢ |
| Kirby & Limerick, low list (50¢ base). | 10¢ |

Fishing Tackle

| | |
|---------------------------------|---------|
| Bishop's. | # Doz. |
| Level Winding Jeweled Reel. | \$78.00 |
| Level Winding Steel Pivot Reel. | 65.00 |
| Auto Even Spooler. | 30.00 |
| Gun Cleaner. | 4.30 |
| Lightening Fish Scaler. | 3.00 |
| Fish Hook Shield. | 3.00 |

Fish Scales

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60¢@20¢ |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 5 6 |
| Net. | \$1.15 \$1.35 \$1.60 \$1.95 \$2.30 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20¢@25¢ |
|-------------|---------|

Fry Pans

| | |
|-----------------------|-----------------------------|
| Standard list. | 75¢@10¢ |
| No. | 1 2 3 4 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 |
| # doz. | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co. | Net # Gro. |
| Size A. | \$8.10 |
| "B. | 8.70 |
| "C. | 9.20 |
| "D. | 9.90 |

Gauges

| | |
|---|---------|
| Bemis & Call's Steel. | 50¢ |
| Clapboard. | 25¢@10¢ |
| Diamond's Mortise. | 70¢ |
| Marking Mortise, etc. | 60¢ |
| Stanley's. | 35¢ |
| Starrett's Surface, Center and Scratch. | 25¢@10¢ |
| Wire, Nornes. | 25¢ |
| Wire, P. S. & W., low list. | 38¢@40¢ |

Gimlets

| | |
|---------------------------|-------------|
| "Diamond" Gimlets, # gro. | \$4.00@4.25 |
| Double Cut. | 40¢@10¢@50¢ |
| Metal Head. | 50¢@10¢ |
| Wood Head. | 50¢ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|-------------|
| Le Pages Liquid. | 25¢@25¢@10¢ |
| Mystic. | 40¢ |
| Martins. | 40¢@10¢ |

Graphite, Lubricating

| | |
|---------------------------------|-----------|
| Dixon's Pure Flake: | |
| 325— 1 lb. cans. | 20¢ ea |
| 335— 5 lb. screw top tin cans. | 85¢ ea |
| 344— 10 lb. screw top tin cans. | \$1.60 ea |
| 344— 25 lb. boxes. | 15¢ lb |
| 345— 50 lb. boxes. | 14¢ lb |
| 346— 100 lb. kegs. | 14¢ lb |
| 347— 350 lb. barrels. | 12¢ lb |

Grindstone Fixtures

| | |
|-----------------------|-------------|
| Cronk's. | 50¢ |
| Forest City. | 30¢@30¢@10¢ |
| Sargent's Patent. | 60¢@10¢@10¢ |
| Stovells Extra Heavy. | 50¢@10¢ |
| Stovells Light. | 50¢@10¢ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|------------------|--------|
| Brittons, # doz. | \$6.50 |
|------------------|--------|

Halters

| | |
|--------------------|---------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50¢ |
| Sisal Rope. | 30¢@10¢ |
| Web Halters. | 35¢@5¢ |

Hammers

| | |
|------------------------------|-----------------|
| HANDLED HAMMERS— | |
| Magnetic tack, Nos. 1, 2, 3. | \$1.25 \$1.50 |
| "1.75. | 60¢ |
| Maydole's. | 33¢@50¢@40¢@10¢ |
| Sargent's new list. | 40¢ |
| Fayette R. Plumb: | |
| Plumb, A. E. Nall. | 33¢@75¢ |
| Engineers and B. S. Hand. | 50¢@12¢ |
| Quaker City Hammers. | 40¢@10¢ |
| Riveting and Tappers. | 40¢@2¢ |
| HEAVY HAMMERS & SLEDGES— | |
| Under 8 lb 50¢ lb. | 80¢@5¢ |
| 8 to 15 lb 40¢ lb. | 80¢@5¢ |
| Over 15 lb 30¢ lb. | 80¢@5¢ |
| Wilkinson's Smiths. | 9¢@10¢@10¢@10¢ |

Hammock Ropes

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute. | 40¢@5¢ |
| Sisal. | 30¢ |

Handles

| | |
|---|----------------|
| WOOD— | |
| Auger, assorted, # gro. | \$2.75 |
| Auger, large, # gro. | 3.25 |
| Auger, 1/2" Pat., No. 1. | 60¢@10¢ |
| No. 2 to 32 1/2. | 60¢@10¢ |
| Axe, Pick, etc. | 60¢@5¢@60¢@10¢ |
| Bliss Mfg. Co.: | |
| Chisel. | |
| File. | |
| Auger. | |
| Soldering Iron. | |
| Brad A.W.I. # gro. | \$1.75@3.00 |
| Chisel, Worcester, leather capped, # doz. | net |
| File, assorted, # gro. | \$1.50 |
| Firmer, Chisel, Apple, assorted, # doz. | \$1.40@1.50 |
| Hammer, Hatchet. | \$2.25@3.75 |
| Rolls Rake and Fork. | 45¢@40¢ |
| Rolls Trow. Co. Haft. | \$9.00 |
| "Simplicity," File Hdl., # gro. | 40¢@10¢ |
| Saw and Plane. | \$2.50@1.50 |
| Shovel and Spade, Wood D Handle. | 40¢ |
| Shovel and Spade, Long Handles. | 40¢@50¢ |

SPRING HINGES—

| | |
|--|-------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butts Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&5% |
| Gem..... | 30&5% |
| Oxford..... | 30&5% |
| Acme, Steel..... | 35% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 30&5% |
| Superior: | |
| Floor Hinges..... | 35% |

GATE HINGES—

| | |
|---------------------------------------|---------------|
| Clark's, Nos. 1, 2, 3..... | 50&100&20&10% |
| N. E., 7 doz., \$7.50..... | 80% |
| N. E. Reversible, 7 doz., \$5.00..... | 60% |
| N. Y. State, 7 doz., \$4.50..... | 60% |
| Western, 7 doz., \$4.20..... | 60% |

BLIND HINGES—

| | |
|---|------------------|
| Parker..... | 70&100&70&10&10% |
| Sargent's, Nos. 1, 2, 3, 4, 5, 6, 11, 12..... | 75% |
| W. H. Co's, No. 2 Morris Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges..... | 60% |
| with Screws, \$1.80 7 doz. sets..... | 30&10% |

Hitching Cords

| | |
|---------------------|-------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&2% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 65&10% |
| Mailin Kettles, &c..... | 60% |
| " Porcelain..... | 50% |

STOVE HOLLOW WARE—

| | |
|-------------------------------|------------------|
| Blacklock: | |
| Ground..... | 55&60&10% |
| Plain or Unground..... | 60&65% |
| Country Ware 70 lbs. net..... | \$2.75 to \$3.00 |
| Enamelled Ware..... | 50&55&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Mailin Kettles..... | 70% |
| Tinned Bolders and Saucepans..... | 40% |
| Enamelled..... | 50% |

GLUE POTS—

| | |
|----------------|-----|
| Tinned..... | 35% |
| Enamelled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|------------------|
| Celling Sargent's list..... | 50&100&60% |
| Chandler..... | 80&60&10% |
| Clothes Line, Sargent's list..... | 50&10&10% |
| Coat and Hat, Sargent's list..... | 50&100&60% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 50&60&10% |
| Lamp..... | 60&60&10% |
| Picture..... | 60&60&10% |
| Screw Hat..... | 60&100&70% |
| Wardrobe..... | 60&100&60&10&10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 7 doz..... | \$1.35 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Ceiling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|-----------|
| Belt..... | 30&10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35&5% |
| Gram, Wadsworth's..... | 60% |
| Cronk's, Gram, 7 doz..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60&10&10% |
| Hooks and Eyes, Mal. Iron..... | 70&10% |
| Cotton, box and hay..... | 60&10&10% |

Horse Clippers

| | |
|-------------------|--|
| See Clippers..... | |
|-------------------|--|

Horse Nails

| | |
|--|-------------------------------|
| Nos..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 25c 21c |
| American, all sizes, net..... | 40&5% |
| Nos..... | 6 7 8 9 10 |
| Anchor and 15c. net for all sizes 5 to 10. | |
| New Haven..... | |
| Nos..... | 6 7 8 9 10 |
| Amable..... | 25c 25c 25c 25c 21c |
| C. B. K..... | 25c 25c 25c 21c 21c |
| Capwell..... | 15c 15c 17c 15c 15c |
| Chapman..... | 25c 25c 25c 25c 25c 40&10&50% |
| Clinton Fin..... | 15c 17c 15c 15c 15c |
| Easer..... | 25c 25c 25c 25c 25c 40&10&50% |
| Lyra, all sizes, net..... | 9&1% |
| Livingston..... | 10&10% |
| Mand S..... | 25c 25c 25c 21c 21c |
| Wepson's, Nos. 5 to 10, 7 lb..... | 12c |
| Northwestern..... | 25c 25c 25c 21c 21c |
| Putnam..... | 25c 25c 25c 21c 21c |
| New Putnam..... | 15c 15c 15c 15c 15c |
| Vulcan..... | 25c 25c 25c 21c 21c |
| Western..... | 40&10% |

Horse Shoes

| | |
|----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, 7 keg..... | \$4.00 |
| Steel, 7 keg..... | 8.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Steel..... | 35% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 60% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40&10% |
| Reliable..... | 50&10% |
| Staple..... | 60&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80&20% |
| Steam..... | 70% |

Ice Aisles, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Gem Ice Shaver..... | net |
| Sargent's Ice Aisle..... | net |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|------------------------------|--|
| See Freezers, Ice Cream..... | |
|------------------------------|--|

Ice Shredders

| | |
|-----------------------------|------------------------------|
| Enterprise..... | No. 33, 7 doz. \$4.00 25&30% |
| No. 34, 7 doz. 15.00 25&30% | |

Jack Chain

| | |
|----------------|--|
| See Chain..... | |
|----------------|--|

Jacks

| | |
|----------------------|--|
| See Wagon Jacks..... | |
|----------------------|--|

Jack Screws

| | |
|-----------------|--|
| See Screws..... | |
|-----------------|--|

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 20&25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, 7 doz. \$1.50..... | 20% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 7 doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 50% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|------------------|--------|
| Wadsworth's..... | 40&10% |
|------------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$3.00 |
| 7 doz..... | \$2.50 |
| Solid Stone Carving Knife Hones..... | \$3.00 |
| 7 doz..... | \$2.50 |
| Quick Edge Pocket Knife Hones..... | \$3.00 |
| Mounted Kitchen Sandstone..... | \$1.50 |
| 7 doz..... | \$1.50 |

Knobs

| | |
|---|------------------|
| Bardley's wood, door, shutter and base..... | 10&15% |
| Base, rubber tip, 2 1/2 in bead, 7 gro..... | \$1.15 to \$1.25 |
| Door Mineral..... | 65&70% |
| Door Por. Jap'd..... | 70&75% |
| Door Por. Nickel..... | \$2.10 to \$2.30 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|---------------|
| Cronk's barn door, net..... | 7 Doz. \$2.00 |
| Lane's Barn Door..... | 60&10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&10&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Style M, S, C, K, T..... | 70&10% |
| Style A, all steel..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 80% |
| Kohler's: | |
| Dairies, net, 7 doz..... | \$7.50 |
| Mystic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 35% |

Lemon Squeezers

| | |
|---|---------------|
| Berger Bros., 7 doz., 8 in., \$1.00; 10 in..... | \$1.40 90% |
| Hotchkie's, Straight Flush, 7 doz..... | \$9.60 |
| Little Giant..... | 50&50&5% |
| Porc. lined, Iron, 7 doz..... | \$1.75 |
| Porc. lined, Wood, 7 doz..... | \$1.25 |
| Wood, common, 7 gro..... | No. 0, \$5.25 |
| 6&5.50; No. 1, \$5.25 to \$5.50 | |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's: | |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |

Lifters

| | |
|--------------------------|--|
| See Transom Lifters..... | |
|--------------------------|--|

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 20 feet..... | 40&10% |
| Cotton Trot..... | 20% |
| Samson Cot., Nos. 4, \$2.50; 4 1/2, \$2.75..... | 30% |
| Silver Lake braided, 7 gro., Nos. 0, \$6.00; 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 30% |
| Wire Clothes: | |
| 18 19 30 | |
| 100 feet..... | \$2.25 \$2.00 \$1.75 |
| 75 feet..... | 1.80 1.35 1.10 |

Loaded Shells

See Ammunition.

Locks

| | |
|---------------------------|-----|
| DOOR LOCKS, LATCHES, & C— | |
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin..... | 35% |
| Yale..... | 35% |

PADLOCKS—

| | |
|---|-----------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40% |
| Acme Sword Co..... | 40&45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egge bicycle..... | 50% |
| Wrought Iron..... | 75&10&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 25&10% |
| Eagle..... | 40% |

Machine Bolts

| | |
|----------------|--|
| See Bolts..... | |
|----------------|--|

Mail Boxes

| | |
|----------------------|--|
| See Boxes, Mail..... | |
|----------------------|--|

Mallets

| | |
|---|-----------|
| Hickory..... | 45&45&50% |
| Lignumvite..... | 45&45&50% |
| Bliss..... | |
| Carpenters, Tinnerns, Box, Carvers..... | 35% |

Maslin Kettles

| | |
|----------------------|--|
| See Hollow Ware..... | |
|----------------------|--|

Mattocks

| | |
|--------------------------------|-----------|
| Cronk's Garden, net 7 doz..... | \$4.00 |
| Regular Goods..... | 70&10&75% |

Meat and Food Cutters

| | |
|--------------------------------|----------------------------------|
| American..... | 1 2 3 4 B 5 6 80% |
| Nos..... | |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, 7 doz..... | 30&100&40&10% |
| Nos..... | 1 2 3 4 |
| Enterprise..... | \$14 \$17 \$19 \$30 25&25&7 1/2% |
| Nos..... | 5 10 12 20 22 32 |
| Each..... | \$2 \$3 \$2.75 \$5 \$4.50 \$6 |
| Little Giant..... | 40&60% |
| Nos..... | 305 310 312 320 323 |
| Each..... | \$25 \$28 \$44 \$73 \$28 |
| Woodruff's, 7 doz..... | 40&60% |
| Nos..... | 100 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Combs..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |
| f. o. b. New York or Chicago..... | |

Melting Ladles

| | |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40% |
| Sargent's..... | 60&60&10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30&10% |
| Seavey's, 7 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. 540 to 480..... | 80% |
| Nos. 50 and 60..... | 25% |

Motors

| | |
|----------------------------------|--------|
| COFFEE MILL— | |
| Specialty Novelty Co., each..... | \$5.00 |

Nails

| | |
|---|-----------|
| WIRE AND CUT NAILS— | |
| See Review of the Markets for Quotations. | |
| Wire nails and brads, Papered Assn list. | |
| July, 1899..... | 85&85&10% |

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|-------------------------------------|---------|
| 'Gem,' 1/2 gross lots, 7 gross..... | \$31.00 |
| "less quantity, 7 dozen..... | 2.00 |

Nail Pullers

| | |
|--|------------|
| Ajax, 5 lbs., 7 dozen, net..... | \$7.50 |
| Black Hawk, 7 dozen..... | 9.00 |
| Cyclops..... | 50&100&50% |
| Cronk's, 7 dozen, net..... | \$12.00 |
| Eureka, No. 74, 7 doz., net..... | \$3.50 |
| Eureka, No. 75, 7 doz., net..... | \$3.00 |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00..... | 30&5% |
| Lightning, 7 doz..... | 18.00 |
| Morris No. 1, list..... | \$20.00 |
| National, 7 doz., \$24.00..... | 10% |
| Pelican, 7 doz., \$ 9.00..... | 40&40&1% |
| Rollis Hardware Co., No. 1, \$18.00..... | 50&10% |

Nail Sets

| | |
|----------------------------------|---------------|
| Hunters, Cup Point, knurled..... | 7 Gro \$10.00 |
| Hunters, Cup Point, plain..... | 9.00 |
| Octagon..... | 4.00&4.75 |
| Round, assorted..... | 3.00&3.25 |
| Square..... | 4.00&4.25 |
| Snell's: | |
| Octagon, 7 gro..... | 55 |
| Corrugated..... | 65 |
| Knurled..... | 60&70% |

IRON PLANES—

| | |
|----------------------------|--------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 50&10% |
| Standard Tool Co. | 50&10% |
| Stanley Rule & Level Co. | 40% |
| Salley's | 35% |
| Miscellaneous | 35% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 30% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 16%&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 20&5&29% |

Pliers

| | |
|--------|-----------|
| Button | 75&10&75% |
|--------|-----------|

Crank & Carrier:

| | |
|--------------------------|--------|
| Pliers | |
| No. 1 | 60&10% |
| 20, net | \$2.25 |
| 40 | 75&10% |
| 50 | 80% |
| 65 | 80&10% |
| 70 | 50% |
| 80 | 50&10% |
| 85 | 50% |
| Wm. Johnson's Gas Pliers | 65% |
| Smith's Side Cutting | 25% |

Plow Bolts

| | |
|-----------|--|
| See Bolts | |
|-----------|--|

Plumb Bobs

| | |
|---------------------|-----|
| Keuffel & Esser Co. | 83% |
|---------------------|-----|

Plumbs and Levels

| | |
|--------|-----------|
| Cook's | 40&10&10% |
|--------|-----------|

| | |
|---------|--|
| Davies' | |
|---------|--|

| | |
|---------------|-----|
| Inclinometers | 30% |
|---------------|-----|

| | |
|-------------|--------|
| Iron Levels | 25&10% |
|-------------|--------|

| | |
|----------|-----|
| Diston's | 70% |
|----------|-----|

| | |
|-------------|-----|
| Machinists' | 25% |
|-------------|-----|

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
|-----------|-----|

| | |
|--------|-----|
| Duplex | 85% |
|--------|-----|

Poachers

| | |
|------------------|--|
| See Egg Poachers | |
|------------------|--|

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|-----------------------------|-----|
| Prestoline Liquid, new list | 40% |
|-----------------------------|-----|

| | |
|------------------|-----|
| Prestoline Paste | 40% |
|------------------|-----|

| | |
|---------------------------------------|--|
| U. S. Metal Polish Paste, 8 oz. boxes | |
|---------------------------------------|--|

| | |
|----------|--------|
| 1/2 doz. | \$.50 |
|----------|--------|

| | |
|-----------|------|
| 1/2 gross | 4.50 |
|-----------|------|

| | |
|----------------------------|------|
| 1/2 pound boxes, 1/2 dozen | 1.25 |
|----------------------------|------|

| | |
|----------------------------|------|
| 1/2 pound boxes, 1/2 dozen | 1.25 |
|----------------------------|------|

| | |
|-------------------------------------|------|
| U. S. Liquid, 8 oz. cans, 1/2 dozen | 1.25 |
|-------------------------------------|------|

| | |
|-----------|-------|
| 1/2 gross | 12.00 |
|-----------|-------|

| | |
|---------------------------------|--|
| Barkeeper's Friend Metal Polish | |
|---------------------------------|--|

| | |
|-----------|------|
| 1/2 dozen | 1.75 |
|-----------|------|

| | |
|-----------|-------|
| 1/2 gross | 18.00 |
|-----------|-------|

Polish Stove

| | |
|--|--|
| Black Eagle benzine paste, 5 lb. cans, | |
|--|--|

| | |
|---------|-----|
| 1/2 lb. | 10c |
|---------|-----|

| | |
|-----------------------------------|--|
| Black Eagle, liquid, 10 oz. cans, | |
|-----------------------------------|--|

| | |
|----------|-----|
| 1/2 doz. | 75c |
|----------|-----|

| | |
|--|------|
| Black Kid paste, 5 lb. cans, 1/2 gross | 9.00 |
|--|------|

| | |
|------------------------------------|-----|
| Black Kid paste, 1/2 lb. can, each | 65c |
|------------------------------------|-----|

| | |
|---|-----|
| Ladd's Black Beauty, 1/2 gross, \$10.00 | 40% |
|---|-----|

| | |
|-----------------------------------|-----|
| Joseph Dixon's, 1/2 gross, \$5.75 | 10% |
|-----------------------------------|-----|

| | |
|---------------------------|----|
| Dixon's Plumbago, 1/2 lb. | 8c |
|---------------------------|----|

| | |
|------------------------------|------|
| Fireside, 1/2 gross, 1/2 lb. | 2.50 |
|------------------------------|------|

| | |
|------------------------|-----|
| Gem, 1/2 gross, \$4.50 | 10% |
|------------------------|-----|

| | |
|---------------------|------|
| Japanese, 1/2 gross | 3.50 |
|---------------------|------|

| | |
|----------------------|------|
| Jet black, per gross | 8.50 |
|----------------------|------|

| | |
|--|------|
| Peerless Iron enamel, 10 oz. cans, 1/2 doz | 1.50 |
|--|------|

| | |
|--------|--|
| Wynn's | |
|--------|--|

| | |
|------------------------------|-----|
| Black silk, 5 lb. ball, each | 70c |
|------------------------------|-----|

| | |
|-----------------------------------|------|
| Black silk, 1/2 lb. box, 1/2 doz. | 1.00 |
|-----------------------------------|------|

| | |
|---------------------------------|-----|
| Black silk, 5 oz. box, 1/2 doz. | 75c |
|---------------------------------|-----|

| | |
|---------------------------------------|------|
| Black silk, 1/2 pint liquid, 1/2 doz. | 1.00 |
|---------------------------------------|------|

Poppers, Corn

| | |
|--------|--|
| Square | |
|--------|--|

| | |
|-------|---------|
| 1 qt. | 1/2 Doz |
|-------|---------|

| | |
|-----------|-------|
| 1 1/2 qt. | 11.00 |
|-----------|-------|

| | |
|-------|-------|
| 2 qt. | 13.50 |
|-------|-------|

Post Hole Diggers

| | |
|---------|-----|
| Avery's | 60% |
|---------|-----|

| | |
|--|-----|
| Diston's Samson Digger, 1/2 doz, \$34. | 25% |
|--|-----|

| | |
|----------|--|
| Kohler's | |
|----------|--|

| | |
|--------------|----------------------|
| Little Giant | 1/2 doz, net \$12.00 |
|--------------|----------------------|

| | |
|----------|----------|
| Hercules | " " 9.50 |
|----------|----------|

| | |
|------------|----------|
| Invincible | " " 9.50 |
|------------|----------|

| | |
|---------|----------|
| Pioneer | " " 7.20 |
|---------|----------|

| | |
|-----------|-----------|
| Universal | " " 13.00 |
|-----------|-----------|

| | |
|--------------|----------|
| New Champion | " " 5.00 |
|--------------|----------|

| | |
|-------|----------|
| Rival | " " 5.00 |
|-------|----------|

| | |
|--------|-------------------|
| Ryan's | 1/2 doz., \$20.00 |
|--------|-------------------|

| | |
|--------|--------------------------|
| Iwan's | 1/2 doz, net \$6.75&7.00 |
|--------|--------------------------|

| | |
|--------------|-----------|
| Split handle | 7.25&7.50 |
|--------------|-----------|

| | |
|------------|----------|
| Perfection | " " 6.50 |
|------------|----------|

| | |
|--------------------------|------|
| Rockford Tack & Nail Co. | 7.50 |
|--------------------------|------|

| | |
|----------------|----------|
| Rockford brand | " " 6.50 |
|----------------|----------|

| | |
|---------------|----------|
| Atlas pattern | " " 7.50 |
|---------------|----------|

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&54 |
|------------------------|-------|

| | |
|-----------------------|------|
| Vaughan's, 4 to 9 in. | 6.00 |
|-----------------------|------|

Potato Hooks, Etc

| | |
|----------------|----------|
| Hoe Down Hooks | 75&10&2% |
|----------------|----------|

| | |
|-----------|----------|
| Hop Hooks | 60&10&2% |
|-----------|----------|

| | |
|--------------|----|
| Potato Hooks | 70 |
|--------------|----|

Powder

| | |
|----------------|--|
| See Ammunition | |
|----------------|--|

Presses

| | |
|-----------------------------|--|
| See Fruit and Jelly Presses | |
|-----------------------------|--|

Primers

| | |
|----------------|--|
| See Ammunition | |
|----------------|--|

Pruning Hooks and Shears

| | |
|------------------------------------|-------|
| Cronk's Pruning Shears, all styles | 38&45 |
|------------------------------------|-------|

| | |
|------------------------------------|--|
| Diston's Combined Pruning Hook and | |
|------------------------------------|--|

| | |
|------------------------|-----|
| Saw, 1/2 doz., \$18.00 | 30% |
|------------------------|-----|

| | |
|--|-----|
| Diston's Pruning Hook, 1/2 doz., \$12.00 | 30% |
|--|-----|

| | |
|---------|--|
| Smith's | |
|---------|--|

| | |
|----------------|--------|
| Pruning Shears | 60&10% |
|----------------|--------|

| | |
|------------------|-------|
| Rockdale Pruners | 38&45 |
|------------------|-------|

| | |
|-----------------------|-----|
| Standard Tree Pruners | 75% |
|-----------------------|-----|

| | |
|---------------------------------|-----|
| E. S. Lee & Co's. Pruning Tools | 40% |
|---------------------------------|-----|

| | |
|-------------------------|-----|
| P. S. & W. Co's. Shears | 40% |
|-------------------------|-----|

| | |
|----------------------|--------|
| Waters' Tree Pruners | 75&10% |
|----------------------|--------|

Pulleys

| | |
|--------|-----------|
| Awning | 80&60&10% |
|--------|-----------|

| | |
|------|-----------|
| Axle | 50&10&80% |
|------|-----------|

| | |
|-------------|--------|
| Brass screw | 45&10% |
|-------------|--------|

| | |
|---------|-----------|
| Ceiling | 50&10&50% |
|---------|-----------|

| | |
|------------------------|-----|
| Clothes line, Japanned | 60% |
|------------------------|-----|

| | |
|-------------|-----|
| Common Bena | 60% |
|-------------|-----|

| | |
|------------|-----|
| Dumb Water | 60% |
|------------|-----|

| | |
|--------------------|-----------|
| Empire Sash Pulley | 60&10&10% |
|--------------------|-----------|

| | |
|--|-----|
| | 60% |
|--|-----|

Fox all steel

| | |
|-------------------------|-----|
| Grand Rapids, all steel | 50% |
|-------------------------|-----|

| | |
|---|-----|
| Hay Fork, swivel eye, 1/2 doz., 4 in., \$3.75 | 55% |
|---|-----|

| | |
|---------------|-----|
| 6 in., \$5.00 | 55% |
|---------------|-----|

| | |
|--|--------|
| Hay Fork, Hartz, 1/4 in., 1/2 doz., \$5.00 | 50&10% |
|--|--------|

| | |
|--------------------------------|-----|
| Hay Fork, 5 in., solid, \$5.70 | 50% |
|--------------------------------|-----|

| | |
|-----------|-----------------|
| Hot House | 50&10&50&10&10% |
|-----------|-----------------|

| | |
|--------------------------------------|-----|
| Stowell's Anti-Friction, 5 in. wheel | 40% |
|--------------------------------------|-----|

| | |
|---------------------|-----|
| Side, Anti-Friction | 60% |
|---------------------|-----|

| | |
|------------|-----|
| Shade rack | 45% |
|------------|-----|

| | |
|---------|-----------------|
| Upright | 50&10&50&10&10% |
|---------|-----------------|

Pumps

| | |
|----------------------|-----------|
| Cistern, best grades | 60&80&10% |
|----------------------|-----------|

| | |
|----------------------------|--------|
| Pitcher Spout, best grades | 75&80% |
|----------------------------|--------|

| | |
|---------------------|-----|
| Power Pumps, Myers' | 50% |
|---------------------|-----|

| | |
|---------------------|--------|
| Spray Pumps, Myers' | 50&10% |
|---------------------|--------|

| | |
|-----------------------|--|
| Spray Pumps, Kohler's | |
|-----------------------|--|

| | |
|---------------------|---------|
| Daisy, net 1/2 doz. | \$ 7.50 |
|---------------------|---------|

| | |
|--------------------------|------|
| Mechanical, net 1/2 doz. | 7.50 |
|--------------------------|------|

| | |
|-----------------------------|--|
| F. E. Myers & Bro. low list | |
|-----------------------------|--|

| | |
|-------------------------------------|-------|
| No. 1, Fig. 328, 3 in. Shallow Well | 18.00 |
|-------------------------------------|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|---|-------|
| No. 8, Fig. 328, 3 1/2 in. Shallow Well | 15.00 |
|---|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|----------------------------------|-------|
| No. 5, Fig. 307, 3 in. Deep Well | 15.00 |
|----------------------------------|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|--|-------|
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well | 17.00 |
|--|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|---------------------------------------|--|
| No. 14, Fig. 521, 3 in. Deep or Shal- | |
|---------------------------------------|--|

| | |
|---------------|-------|
| low Well Pump | 15.00 |
|---------------|-------|

| | |
|-----------------------------------|-------|
| No. 32, Fig. 523, 3 in. Deep Well | 17.00 |
|-----------------------------------|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|--------------------------------------|-------|
| No. 56, Fig. 331, 3 in. Shallow Well | 14.00 |
|--------------------------------------|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|-------------------------------------|--|
| No. 59, Fig. 332, 3 1/2 in. Shallow | |
|-------------------------------------|--|

| | |
|-----------|-------|
| Well Pump | 17.00 |
|-----------|-------|

| | |
|---------------------------------------|-------|
| No. 70, Fig. 333, 2 1/2 in. Deep Well | 15.00 |
|---------------------------------------|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|-----------------------------------|-------|
| No. 72, Fig. 333, 3 in. Deep Well | 15.00 |
|-----------------------------------|-------|

| | |
|------|--|
| Pump | |
|------|--|

| | |
|------------------------------------|------|
| No. 102, Fig. 448, 3 in. Lift Pump | 9.00 |
|------------------------------------|------|

| | |
|--|-------|
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 11.00 |
|--|-------|

| | |
|------------------------------------|------|
| No. 128, Fig. 510, 3 in. Lift Pump | 7.00 |
|------------------------------------|------|

| | |
|--|------|
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | 8.50 |
|--|------|

| | |
|----------------------------------|-------|
| No. 225, Fig. 389, Windmill Pump | 12.50 |
|----------------------------------|-------|

| | |
|----------------------------------|-------|
| No. 235, Fig. 408, Windmill Pump | 16.00 |
|----------------------------------|-------|

| | |
|-----------------------------------|-------|
| No. 240, Fig. 408, Regulator Pump | 28.00 |
|-----------------------------------|-------|

| | |
|-------------------------------------|--|
| No. 302, Fig. 477, Spray Pump, com- | |
|-------------------------------------|--|

| | |
|-------|-------|
| plete | 11.50 |
|-------|-------|

| | |
|-----------------------------------|--|
| No. 330, Fig. 547, Knapsack Spray | |
|-----------------------------------|--|

| | |
|------|-------|
| Pump | 10.00 |
|------|-------|

| | |
|--------------------------------|--|
| Discount 50% f. o. b. Ashland. | |
|--------------------------------|--|

| | |
|----------------------------------|--|
| No. 208, Fig. 518, Low Down Tank | |
|----------------------------------|--|

| | |
|-----------------|------|
| Force Pump, net | 5.00 |
|-----------------|------|

| | |
|---------------------------------|--|
| No. 320, Fig. 492, Bucket Spray | |
|---------------------------------|--|

| | |
|-----------|------|
| Pump, net | 2.00 |
|-----------|------|

Punches

| | |
|--------------------|--|
| Bemis & Call Co's. | |
|--------------------|--|

| | |
|------------------|-----|
| Cast Steel Drive | 50% |
|------------------|-----|

| | |
|-----------|-----|
| Morrill's | 50% |
|-----------|-----|

| | |
|----------------|-----|
| Niagara Hollow | 45% |
|----------------|-----|

| | |
|---------------|-----|
| Niagara Solid | 55% |
|---------------|-----|

| | |
|--------------------------|-----|
| Saddlers' or Drive, good | 60% |
|--------------------------|-----|

| | |
|------------------|-------|
| Snells' Tinners' | 40&5% |
|------------------|-------|

Rail

| | |
|--------------------------|---------------|
| Barn Door, Light, Inches | 1/4 1/2 3/4 1 |
|--------------------------|---------------|

| | |
|----------|------------------|
| 100 feet | \$1.40 1.35 2.30 |
|----------|------------------|

| | |
|--|---------|
| Barn Door, "None Better," No. 1, 1/2 ft. | 3 1/2 c |
|--|---------|

| | |
|--|-----|
| Barn Door, "None Better," No. 2, 1/2 ft. | 4 c |
|--|-----|

| | |
|-------------------------|--|
| B. D. for N. E. Hangers | |
|-------------------------|--|

| | |
|---------------------|-----|
| Angular, 1/2 ft. 6c | 70% |
|---------------------|-----|

| | |
|---------------------------|-----|
| Double Flange, 1/2 ft. 8c | 70% |
|---------------------------|-----|

| | |
|---------|--------|
| Cronk's | 1/2 Ft |
|---------|--------|

| | |
|------------------------|---------|
| O. N. T. style, No. 13 | 2 1/2 c |
|------------------------|---------|

| | |
|-----------------------|---------|
| Double braced, No. 10 | 2 1/2 c |
|-----------------------|---------|

Lane's

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American Fork & Hoe Co., Cleveland, O.

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Geneva Tool Co., Geneva, O.

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Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

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Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

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C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

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Brackets, Shelf

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Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
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John Chatillon & Sons, New York

Butchers' Tools

John Stortz & Son, Philadelphia, Pa.

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Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt

J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets (Display)

J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware

J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine

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C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
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Carriage Top Dressing

Frank Miller Co., New York

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Henry C. Freshour, Bridgeport, Conn.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter

Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold

John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet

E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks, Alarm

Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coat Hanger (Folding)

Leader Mfg. Co., Hartford, Conn.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)

Pullman Mfg. Co., Rochester, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Conductor Pipe

American Steel Roofing Co., Middletown,

Contractors' Asphalt Tools

John Stortz & Sons, Philadelphia, Pa.

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware

J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin

J. D. Warren Mfg. Co., Chicago, Ill.

Counters (Nail)

J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery, Pocket

John Chatillon & Sons Co., New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers

- Drain Cleaners**
Ivan Bros., Streator, Ill.
- Drawers, Hardware**
J. D. Warren Mfg. Co., Chicago, Ill.
- Drawer Pulls**
Champion Safety Lock Co., Geneva, O.
- Drawing Instruments**
Kaufel & Esner Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.
- Drawing Knives**
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.
- Drills, Bench**
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)
- Dry Goods Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Dumb Waiters**
Kimball Bros. Co., Council Bluffs, Iowa
- Dye House Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Ears, Knobs and Handles**
Barger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co., Buffalo, N. Y.
- Egg Beaters (Dover)**
Bolt Lyon Co., Tarrytown, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Elevator Enclosures and Bars**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Enamel Ware (Turquoise)**
Reed Mfg. Co., Newark, N. Y.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago
- Export Agents**
John H. Graham & Co., New York
- Fans (Ventilating, Ceiling)**
D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**
New Jersey Wire Cloth Co., Trenton and New York
- Farming Tools**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Faucets, Wood**
John Sommer's Son, Newark, N. J.
- Fences (Steel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.
- Filters, Water**
N. A. Watson, Erie, Pa.
- Fire Arms**
Alfred Field & Co., New York
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Fireplace Fixtures**
Roxand Mfg. Co., Milford, Conn.
- Fire Pots**
Clayton & Lambert Mfg. Co., Detroit, Mich.
- Fishing Tackle**
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Flintstone Enamel Steel Ware**
Reed Mfg. Co., Newark, N. Y.
- Floor Plates**
American Tube and Stamping Co., Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
The Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
White Mountain Freezer Co., Naahua, N. H.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Lid**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Ware**
Reed Mfg. Co., Newark, N. Y.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleveland, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila., Boston and Chicago
- Grade Finders**
Edward Helb, Railroad, Pa.
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grinders (Lawn Mower)**
Root Bros. Co., Plymouth, Ohio.
- Gummers, Saw**
Henry Disston & Sons., Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo, N. Y.
West Haven Mfg. Co., New Haven, Conn.
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buffalo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven, Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y. Phila., Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls, New York
- Handles, Tool**
Barger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Cabinets**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Cases**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Shelving**
J. D. Warren Mfg. Co., Chicago, Ill.
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Ivan Bros., Streator, Ill.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleveland, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Fraser Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Fraser Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Haws and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoist (Chain)**
Jos. F. McCoy Co., New York.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Hoof Oil**
Fraser Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Onaida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Naahua, N. H.
- Horse Nails**
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose Rack**
Specialty Mfg. Co., St. Anthony Park, Minn.
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Holders, Pillow Sham and Dust Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Ice Balances**
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
The Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
John Stortz & Son, Phila., Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Injectors**
N. A. Watson, Erie, Pa.
- Injectors, Excelsior**
N. A. Watson, Erie, Pa.
- Ironing Boards**
Auxiliary Ironing Board Co., Rochester, N. Y.
Tyrone Ironing Board Co., Tyrone, Pa.
- Ironing Boards (Auxiliary)**
Auxiliary Ironing Board Co., Rochester, N. Y.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago, Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Edge Mfg. Co., Bridgeport Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Lawn Mower Grinders**
Root Bros. Co., Plymouth, Ohio.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh, New York
Globe Lawn Mower Mfg. Co., Reading, Pa.
Philadelphia Lawn Mower Co., Philadelphia, Pa.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
Leader Mfg. Co., Hartford, Ct.
John Sommer's Son, Newark, N. J.
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleveland, Ohio.
- Levels**
Edward Helb, Railroad, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Lighting Systems**
American Gas Machine Co., Albert Lea, Minn.
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks and Knobs**
John H. Graham & Co., New York
- Lubricants**
Jos. Dixon Crucible Co., New York and Jersey City, N. J.
- Lubricators**
Geo. W. Cole Co., New York, N. Y.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Rochester, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City, New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

- Measuring Tapes**
Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York
- Meat Choppers**
John Chastillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
- Meat Cutters**
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
- Mills, Coffee and Spice**
John Chastillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.
- Mills, Drug**
Enterprise Mfg. Co. of Pa., Phila.
- Mining Knives**
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.
- Molasses Gates**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Mop Wringers**
The Dana Mfg. Co., Cincinnati, O.
- Mowing Machine Oilers**
American Tube & Stamping Co., Bridgeport, Conn.
- Nails**
Fuller Bros. & Co., N. Y.
- Nail Sets**
John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.
- Needles**
Alfred Field & Co., New York
- Nippers**
Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.
- Numbering Machines**
Cushman & Denison, New York
- Nuts**
Columbus Bolt Works, Columbus, O.
- Office Railings**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Oilers**
American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.
- Oil Stones**
Pike Mfg. Co., Pike, N. H.
- Oil Stoves**
Taylor & Boggis Foundry Co., Cleveland, Ohio
- Ornamental Iron Work**
J. E. Bolles Iron & Steel Works, Detroit, Mich.
Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Ox Yoke and Bows**
Am. Fork & Hoe Co. Cleveland, O.
- Packing Rubber**
Voorhees Rubber Mfg. Co., Jersey City, N. J.
- Padlocks**
Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Paints**
Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.
- Paint Specialties**
Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.
- Paper Clips**
Cushman & Denison, New York
- Paving Tools**
John Storts & Sons, Phila., Pa.
- Patents**
Davis & Davis, New York
- Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Pipe Cutters**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.
- Pipe Fittings**
Walworth Mfg. Co., Boston, Mass.
- Pipe Straps**
Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.
- Pipe Threading Machines**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Pipe Vises**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Pipe, Wrought**
Walworth Mfg. Co., Boston, Mass.
- Pistols**
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Planes**
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York
- Planters' Hoes**
Geneva Tool Co., Geneva, O.
- Plated Ware**
Alfred Field & Co., New York
- Plates, Machinery**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Pliers, Fencing**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York
- Plumbers' Supplies**
Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Pocket Cutlery**
John Chastillon & Sons, New York
Alfred Field & Co., New York
- Pocket Knife Tool Kit**
U. J. Ulery, New York, N. Y.
- Polish, Stove**
Jos. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ill.
- Polishes, Liquid**
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Polishes, Paste**
Geo. W. Hoffman, Indianapolis, Ind. and New York
- Postal Scales**
Pelouze Scale & Mfg. Co., Chicago, Ill.
- Post Hole Augers**
Iwan Bros., Streator, Ill.
- Post Hole Diggers**
John H. Graham & Co., New York
Iwan Bros., Streator, Ill.
- Potato Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Poultry Netting**
New Jersey Wire Cloth Co., New York
Trenton, Chicago, San Francisco.
- Printers' Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Pruning Shears**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Pulleys, Hoisting**
F. E. Myers & Bro., Ashland, Ohio
- Pulleys (Norris)**
Frank B. Sloan & Co., Baltimore, Md.
- Pulleys (Sash)**
Frank B. Sloan & Co., Baltimore, Md.
- Pumps**
F. E. Myers & Bro., Ashland, Ohio.
- Punches**
Chandler & Farquhar, Boston
- Punches, Spring**
Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Push Plates**
Champion Safety Lock Co., Geneva, O.
- Railings, Wire and Iron**
J. E. Bolles Iron & Wire Works, Detroit, Mich.
- Rail, Barn Door**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.
- Railroad Brasses**
Magnolia Metal Co., New York
- Railroad Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Raisin Seeders**
Enterprise Mfg. Co. of Pa., Phila.
- Rakes**
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York
- Razors**
Alfred Field & Co., New York
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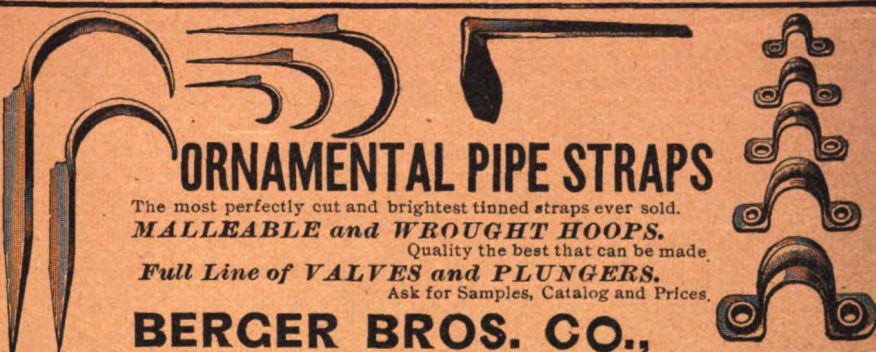
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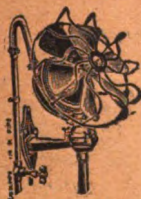
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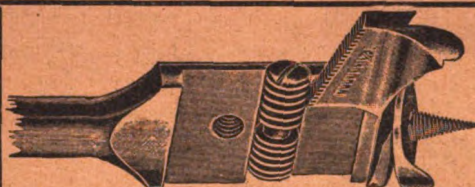
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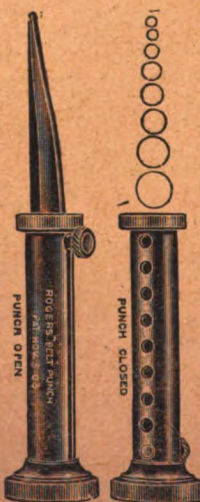
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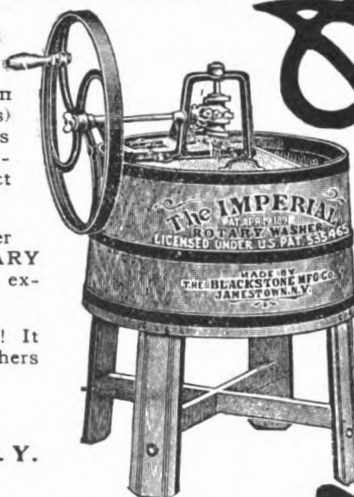
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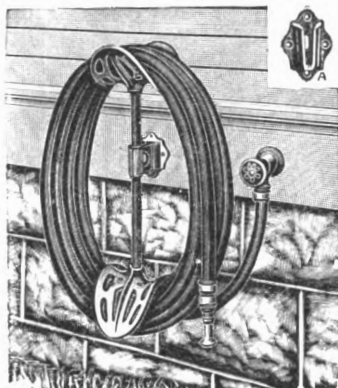
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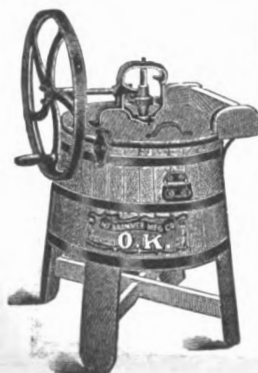
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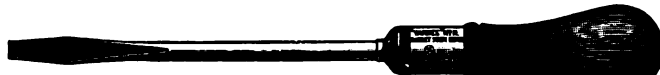
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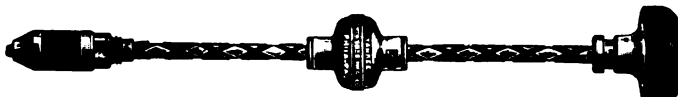
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T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,
THE IMPERIAL ENAMEL CO.,
WEBSTER & HORSFALL,
W. K. & C. PEACE,
EDWARD GEM & CO.,

Best Cutlery in the World.
Best Steel Pens in the World.
Best Pliers, Nippers, &c., in the World.
Best Sheep Shears in the World.
Best Enamelled Signs in the World.
Best Steel Wire in the World.
Best Lawn Scythes and Grass Hooks.
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WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHRISTMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

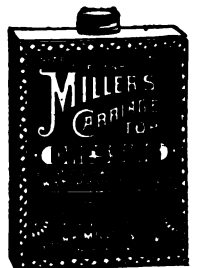


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FRANK MILLER'S

CARRIAGE TOP
DRESSING

Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



FRANK MILLER'S

AXLE
OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 West 26th Street,
NEW YORK.



THAT'S YOUR GUARANTEE AND PROTECTION

All GENUINE Armstrong stocks and dies, every Armstrong pipe vise and wrench, every Armstrong pipe cutting and threading machine, is fully guaranteed as to accuracy of workmanship and excellence of materials. Look for the trademark and, for your own protection, accept none that do not bear it.

Complete 48 page catalogue and dealer's prices upon request.

THE ARMSTRONG MFG. CO., Bridgeport, Conn.

THE AMERICAN COMBINED LEVEL AND GRADE FINDER SOMETHING ALTOGETHER NEW.



All progressive and up-to-date Mechanics, Machinists, Carpenters, Bricklayers, Masons, Plumbers, Millwrights, Road Supervisors, Track Foremen, Surveyors, Architects, Civil Engineers and others will find it indispensable, most practicable, durable and convenient for all forms of grading, laying out roads, landscape gardening, placing of pipes for drainage, getting fall of water, getting grade of hills for automobilists, cutting of rafters, laying off and leveling buildings, getting height of any object, etc.

Special Terms to Hardware Trade.



EDWARD HELB, Railroad, Pa., Manufacturer.

Do You Want a Partner?

Warren's 12 Silent Salesmen.
Required 12 Years to Perfect.
Will Work 12 Hours Every Day.
For 12 Years to Come.
After First 12 Months, for nothing

The Warren System

IS THE "ALWAYS
IN SIGHT" IDEA.

J. D. WARREN
MFG. CO.

Fifth Floor Masonic Temple.
CHICAGO, ILLINOIS

Write for 1207 Booklet.

COATES CLIPPERS

MANUFACTURED BY

Coates Clipper Mfg. Co.

A complete line of

**Barbers', Toilet,
Hand and
Power Clippers**

Also

**Electric Grooming
and
Clipping Machines**

Prices quoted on request.

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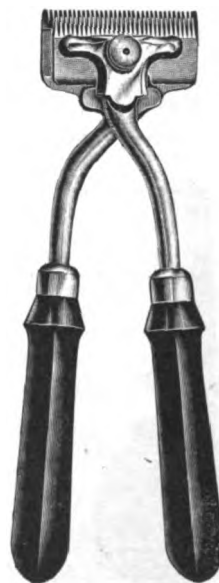
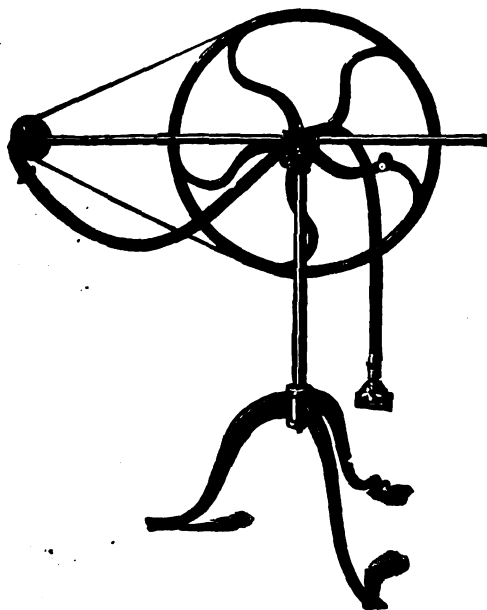
JOHN H. GRAHAM & CO.,

113 CHAMBERS STREET,
NEW YORK.

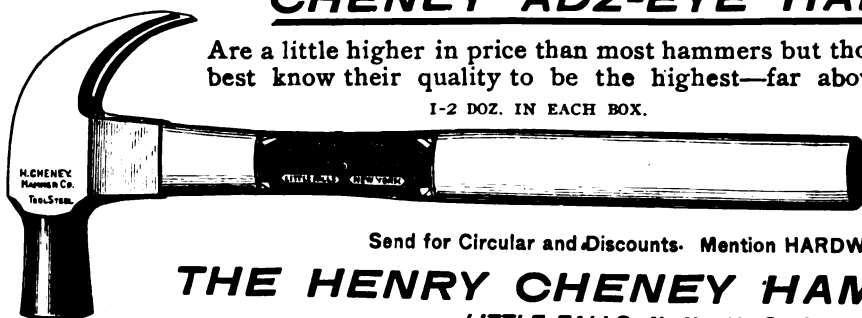
118 to 127 Holborn, London, E. C., England.

123 California St., San Francisco, Cal.

Copenhagen (Freeport).



CHENEY ADZ-EYE HAMMERS



Are a little higher in price than most hammers but those who demand the best know their quality to be the highest—far above the price asked.

1-2 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel."
Fully Warranted.

Send for Circular and Discounts. Mention HARDWARE.

THE HENRY CHENEY HAMMER CO.

LITTLE FALLS, N. Y., U. S. A.

S. & S. KNIVES

WARRANTED



THEY HOLD AN EDGE — — — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

Remember!

The point for you to remember about the

**FAULTLESS
Pivot Bearing
CASTER**



is the turning point—

HERE—

NOT

THERE

"The Faultless" never refuses to turn, because it is supplied with Faultless Patent Steel Spring Sockets.

The Faultless is interchangeable; will fit six different sizes of wood bed sockets.

The Faultless received the highest award at the World's Fair, 1904, over all other casters.

It never refuses to turn itself into dollars and cents. Try a sample lot.

The Faultless Caster Mfg. Co.,
Nebraska City, Neb.



Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer

**Rose
Water
Coolers**

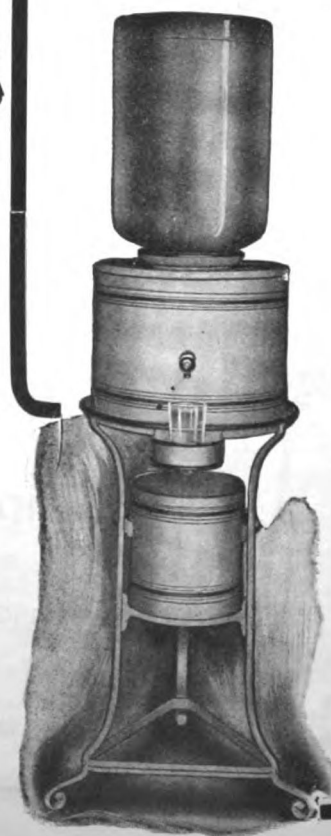
for sale through
Hardware Dealers.

Merit and price
have made their demand enormous.

**ROSE FAMILY
WATER COOLERS**

Model F we offer at the special price of \$40.00 a dozen with bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



PATENTED



Geared For Speed
Low Wheels---Can't Upset

**HERE'S MONEY
FOR
DEALERS!**

In The Famous Line

**FLYING
DUTCHMAN
HOTTENTOT**

IRISH MAIL

Of Children's Vehicles

**FRENCH
MOBILE
KATY-FLYER**

AND OTHER CHILDREN'S VEHICLES.

WE HELP YOU

sell them by full page advertisements in the June Issues of the *Delineator*, *Designer*, and *New Idea* women's magazines; later by quarter page ads. in the *Saturday Evening Post*, *Colliers' Weekly*, *Youth's Companion*, *Delineator*, *Designer* and *New Idea*. In the Fall full pages will again be run in *Colliers'*, *The Saturday Evening Post* and others. We advertise each month in nearly all the leading magazines.

MILLIONS OF READERS

will see and read our advertisements. It's up to you, Mr. Dealer, to prepare for the demand created. Stock up with the "IRISH MAIL" and the rest of our line.

GET BUSY FOR PROFIT SHARING!

The "IRISH MAIL" Line is easy running for the children; easy selling for the dealer. Each vehicle is strong and durable. Built of hickory and steel. No chain to get out of order. The best for children as they furnish healthful exercise and loads of fun.

A copy of our catalogue will show you how complete and profitable our goods are for you. Don't argue. Don't delay. Send for it to-day.

HILL-STANDARD MANUFACTURING CO.

680 IRISH MAIL AVE., ANDERSON, IND.

BACK DOOR Business Methods

and unfair competition can't win in the end. So don't be even an unwitting accessory in selling an inferior oil made to imitate

3 in One

in every possible way, style of carton, advertising, etc.

If you're uncertain about helping "3 in One" don't help the pirates. "3 in One" will meet any honest competition in a fair open fight and be happy with your decision. But when underhanded methods are resorted to we want to warn you that we can and will enforce our rights in the U. S. Courts—do you know that the dealer who sells an infringing article is equally liable with the man who makes it?

G. W. COLE COMPANY,

141 Broadway, New York City



Don't Overlook This Fact

We manufacture high grade mechanical Rubber Goods only.

Our goods are excellent in quality which make them excellent sellers everywhere.

There's profit for you in our
**Hoso, Bolting, Packing,
Valves, Mats, Mattings
and Specialties**

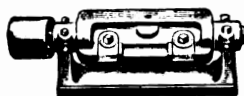
for that very reason.

OUR CATALOGUE
tells of our complete line. Don't delay
Write for it to-day.

VOORNEES RUBBER MFG. CO.
JERSEY CITY, N. J.



C. & F. WIRE STRAIGHTENER.



Straightens wire from No. 3 to No. 20. It is 14 inches long, 4 1/2 high and 5 wide. Weight 25 pounds. Send for Circular.

Chandler & Farquhar Co.

181 Congress St., BOSTON, U. S. A.

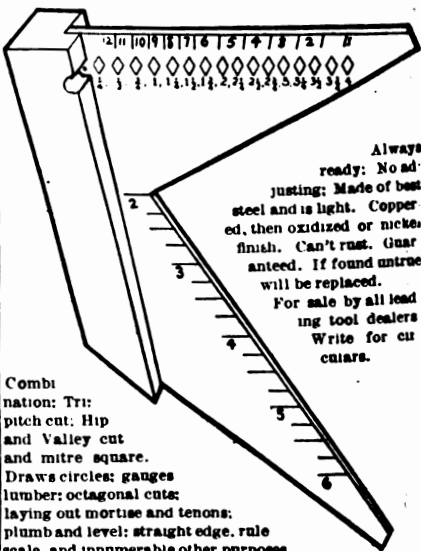
THE SCHWEDTLE STAMP CO., MANUFACTURERS

Notary, Lodge and Corporation Seals.
Send for Catalogue. BRIDGEPORT, CONN.

The New Universal Square

"New Style"—Made in 3 Sizes

No. 6—6 Inch. No. 10—10 Inch. No. 12—12 Inch



Always ready: No adjusting; Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced. For sale by all leading tool dealers. Write for circulars.

Combination: Tri: pitch cut: Hip and Valley cut and mitre square. Draws circles: gauges lumber: octagonal cuts: laying out mortise and tenons: plumb and level: straight edge, rule scale, and innumerable other purposes. To operate, you simply reverse it from side to side. It marks 1/4 inch on one side and 1/8 inch on the other.
The Duby & Shinn Mfg. Co., Inc.
Office and Works, 34 E. 29th St., N. Y. City

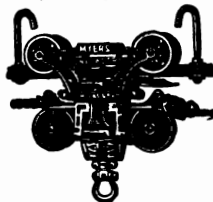
Take off your Hat to The Myers!
BEST PUMP ON EARTH.



Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.
Aluminum Finish.

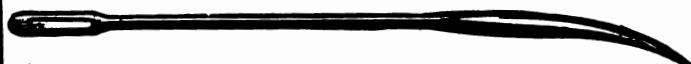
O. K. Stay-on
Door
Hanger.



Flexible.

F. E. MYERS AND BRO., ASHLAND, OHIO.

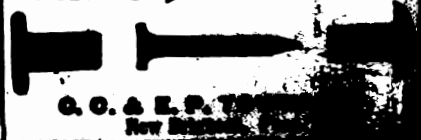
NEEDLES



Head-
quarters
for

James and German Needles. All Kinds
JOS. F. McCOY CO., 157 Chambers St., New York.

RIVETS & WIRE NAILS.





DON'T MOVE

You can increase the size of your store without increasing your rent by installing one or more

Milbradt Rolling Step Ladders

They make it easy to utilize the space between the top shelf and the ceiling for extra shelving and boxings.

Milbradt Ladders are made to order from measurements covering the conditions peculiar to each store.

They combine great strength, easy and noiseless operation and handsome finish at a cost that is as low as the price for ready made ladders.

Style No. 4 (shown in outline), a ladder for use on shelving with very narrow or no base. The swinging arms hold the ladder in the position most convenient for climbing. These arms may be swung up allowing the ladder to hang close to the shelves when not in use. Rubber rollers are attached to these arms and run against the base. This is a most convenient ladder for use in narrow aisles or in stock and store rooms.

Our latest catalog illustrates 24 other standard styles adapted to every form of shelving. It will be mailed on request.

THE EBBING MANUFACTURING CO.
400 N. 8th St. ST. LOUIS, MO.


No Better Time No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.



McKINNEY Reversible Ironing Board

OPEN—READY FOR USE



FOLDED—WHEN NOT IN USE

A Novel Invention for Ironing Shirt Waists, Children's Clothing, etc. Ideal for Sleeves. It is one of the most useful and attractive boards ever offered. Sells on sight, and where shown has always been pronounced to be one of the best sellers.

Send for Prices and Trade Discounts. Every live House Furnishing Goods Dealer can make money and attract customers by handling the

McKinney Reversible Ironing Board

Tyrone Ironing Board Co.,
TYRONE, PA.

FILTER SEASON 1906 AT HAND



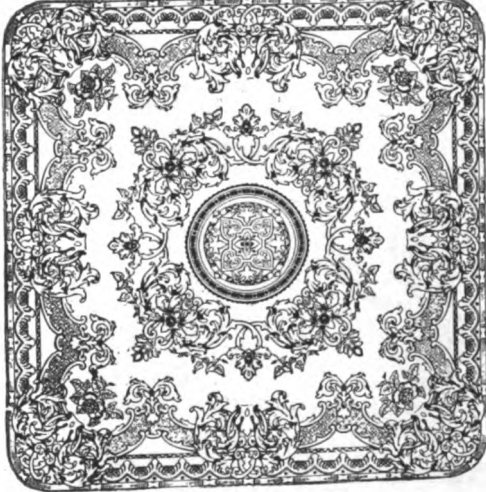
Advertising and Display Matter
Large Stock
Immediate Shipments

Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.
Flemington, N. J.

STOVE BOARDS

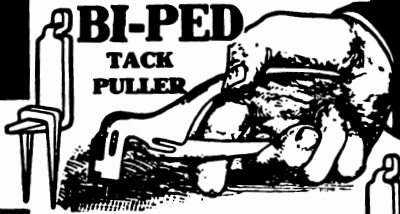


Zinc, Embossed. Paper Lined.
Tin Embossed or Crystalized,
Wood Lined or Paper Lined.

Manufactured by

Cooper & McKee,
113 to 121 Lorimer Street, Brooklyn, New York.

2 Tools in 1
Sells for
A QUARTER



**BI-PED
TACK
PULLER**

One Foot for Matting Tacks
One Foot for Carpet Tacks
If you missed your share of
this good business last year,
start now, and catch up.
ADVERTISED EVERYWHERE
OTHER GOOD THINGS READY
Write for sample and prices of
Kangaroo Trick Locks
GENERAL SPECIALTY MFG. CO.
1003 Arcade Bldg. Philadelphia

THE SCHWEDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and
Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.



**FRYING-PAN
CLOCKS**

are most artistic timepieces, or-
namental as well as useful. They
come in two sizes—10 inches with
raised brass figures and 6 inches
with painted figures, and with
one day, one day with alarm and
eight day movements.
Also 60 Day, Calendar, Pro-
gram, Electric and Synchroniz-
ed clocks.
Send for catalogue No. 586.

THE Prontiss Clock Improvement Co.
Dept. 58. 49 Dey Street. N. Y. City.

The "ORIGINAL
JENNINGS"
AUGERS and
AUGER BITS



Genuine have
"RUSSELL
JENNINGS"
stamped in full
on the Round
of each Bit.

For Sale by all
Hardware jobbers
The Russell Jennings Mfg. Co., Deep River, Conn.

Custom Made
FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

5/16 A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3/4 Acres Floors.

Are you ready for
the Spring Trade?



Cement Jointer.

Complete Line

Write for Catalogue.

JOHN STORTZ & SON
Manufacturers
216 Vine St. Phila., Pa.

**Cement
Workers,
Paviors
and Con-
tractors
Tools.**
Low Prices.

W H E N
writing to our adver-
tisers please mention
H A R D W A R E

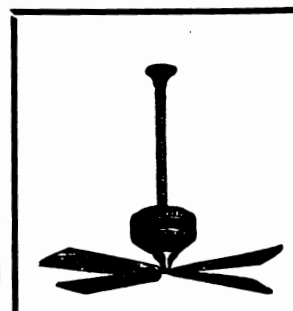
HAROLD McALLA
IRON AND STEEL
Of Every Description
Plain and Galvanized Bars, Hoops, Bands,
Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St. PHILADELPHIA



F A N S

WATER FANS FOR DESK AND WALL ONLY
ELECTRIC FANS FOR CEILING, DESK, WALL OR
COLUMN, ANY VOLTAGE.
ALSO WATER MOTORS AND BELT DRIVEN FANS

SEND FOR CATALOGUE AND PRICES TO
D. L. BATES & BROTHER, Dayton, O.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for
it. Consumers know the excellent quality that the name Arcade signifies.
They know that it stands for the highest satisfaction and greatest efficiency
that their money can buy. It is this knowledge that makes them demand
Arcade Goods when they are in need of any of the 300 articles we
manufacture.

To prove their unquestionable merit to any doubting dealer we will send
a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

The Crystal Coffee Mill

THE CRYSTAL COFFEE MILL
with glass hopper and tumbler. This
is the most perfect mill made and
with it the most discriminating cus-
tomers may be interested. Its super-
ior advantages are appreciated on
sight.

You can satisfy every requirement of your trade with one of the sixty
different styles of wood, glass and metal mills which we manufacture.

The Gem Mop Head.

THE FAMOUS GEM
is known to housekeepers everywhere
as the one dependable mop head. It
is made of the best steel and
equipped with the latest improved
spring adjustment. It is a most dur-
able, saleable and profitable article.

THE JEWEL COFFEE MILL
with glass canister holding one
pound of coffee. This is a compan-
ion of the Crystal, but sells at a
lower price. A liberal dose of these
two mills will prove a tonic to your
coffee mill trade.

THE RIGHT SPACE SPICE CABINET
is made of hard wood in natural fin-
ish. It is strongly built to with-
stand the roughest usage. Each com-
partment is labeled and fitted with
iron pulls. The general effect is one
that appeals to the careful house-
wife.

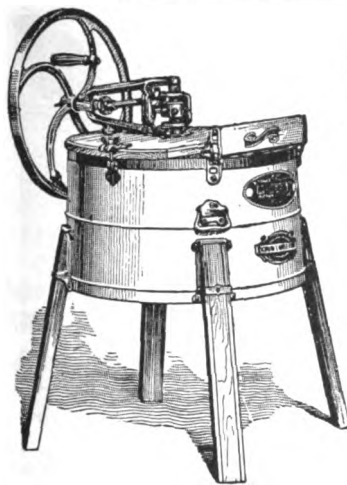
The Jewel Coffee Mill

Right Space Spice Cabinet

Write for Our Latest Catalog
ARCADE MANUFACTURING CO.
Freeport, Ill.
HERMAN KORNHAURENS, Representative, 111 Murray St., New York.

Two of the World's Winners

The MAJESTIC WASHING MACHINE



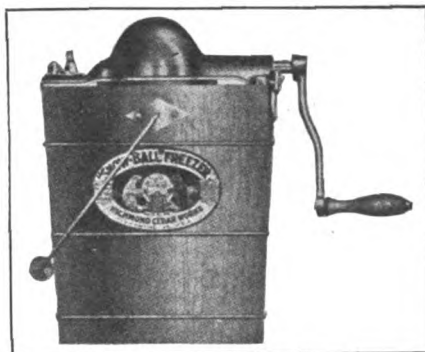
We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

Does that tell the story?

We will verify these
figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the Majestic is made of selected **Virginia White Cedar**, and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops**, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL



FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer**. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of **Virginia White Cedar**, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are **JOBBER** or **DEALER** write
us to-day for particulars and prices which will
surprise you.

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

"CLEANER"

Rug and Carpet Beater

made from

The Best Furniture Spring Steel

Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.

HOLT'S

Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

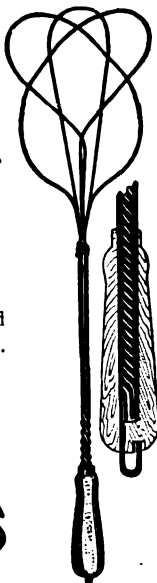
The Flare Does It.

Ours is one-third larger than others. Four sizes.

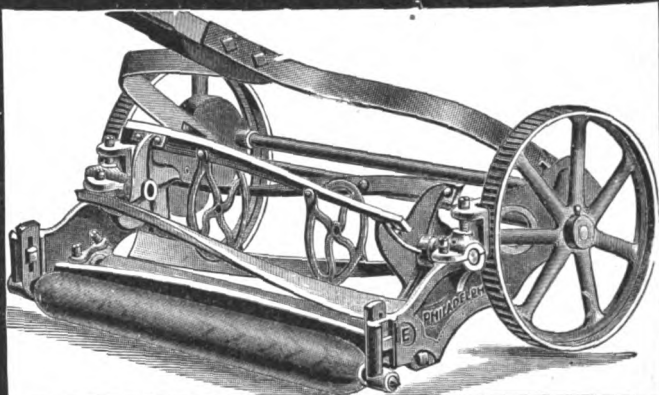
Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices.
Mention **HARDWARE**.

Holt-Lyon Company,
Tarrytown, N. Y.



GENUINE Philadelphia Lawn Mowers



STYLE E, HIGH WHEEL

A Point of Excellence

in this style is its solid frame: The Box cap to cylinder cutter and the cutter itself can be removed without disturbing frame.

Made of iron and steel. Has 4 blades, 10 inch wheel, 6½ inch cylinder train of 3 gears, double ratchet.

ANOTHER:

Philadelphias are the Mowers "with a go." They sell when other kinds fail to sell. They have the name for bestness.

Be convinced, get our catalog to-day.

Philadelphia Lawn Mower Co.
3101-09 Chestnut St., Philadelphia, Pa.

Here

The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying **now**—Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

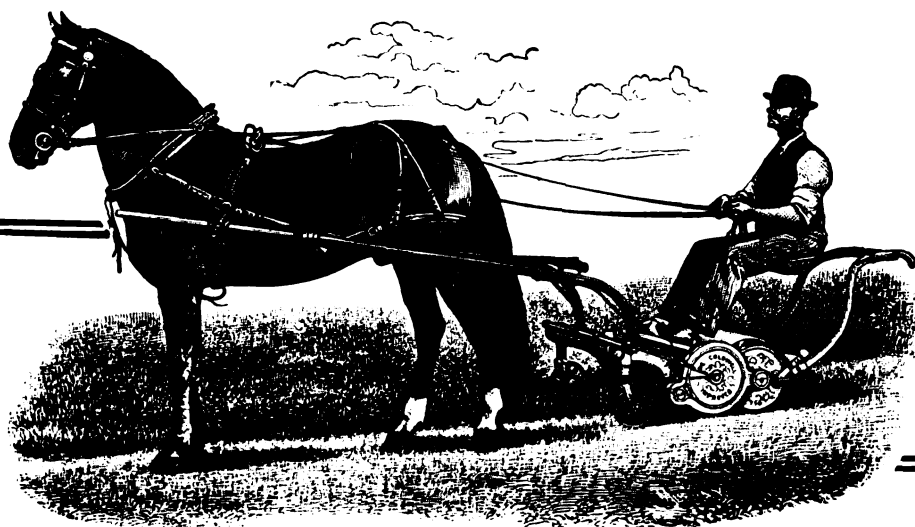
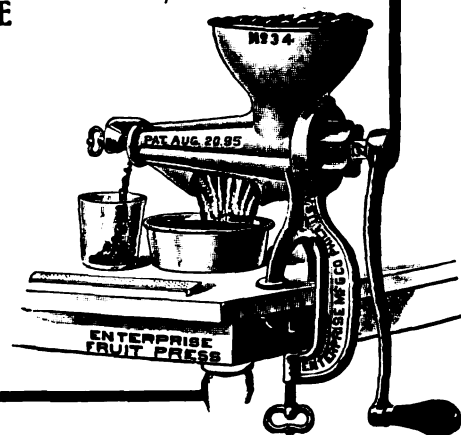
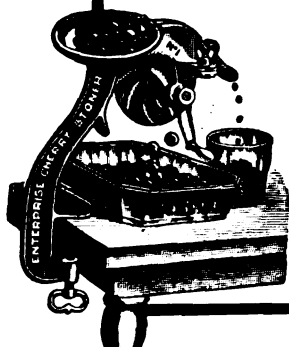
All of which to be right, must be

"ENTERPRISE"

"ENTERPRISE" FOOD CHOPPERS SELL ALL THE TIME

Write for free copies of our newest booklet, "The Cook, Her Critic and—." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.



Coldwell's Improved Horse Mower.

Coldwell Lawn Mowers

Coldwell Horse Mowers

Are Used Exclusively on the Parks of GREATER NEW YORK, also on the Parks of Buffalo, Detroit and many other large cities, and by the UNITED STATES GOVERNMENT.

Send for Catalogue
of Coldwell Hand, Horse and Motor Power Mowers.

COLDWELL LAWN MOWER CO., . . . Newburgh, N. Y.

ATKINS HIGH GRADE SILVER STEEL SAWS

are profitable Saws. Good mechanics buy them readily, because they appreciate their quality. They pay a fair price for them, because they know their value. Can't we send you a Catalogue?

E. C. ATKINS & CO., Inc.,

Home Office and Factory. **INDIANAPOLIS, U.S.A.**

ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW

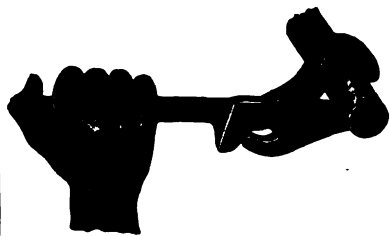
BRANCHES: ORLEANS, NEW YORK CITY, PORTLAND, SAN FRANCISCO, SEATTLE, TORONTO.

JOHN SHAW & SONS, L'd. Wolverhampton---English Agents.

The Bullard

Automatic Wrench

The best combination Pipe, Monkey and Ratchet Wrench. Has no flaws, or faults. Strongest where other wrenches are weakest. Does quicker and better work than similar wrenches. Sells quicker, too.



Handiest for all

Un-Get-At-Able Places

Get our "Wrench Book." It tells a convincing tale.

Bullard Automatic Wrench Co.

257 W. Exchange St., Providence, R. I.

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall or ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE American Steel Roofing Co.

Middletown, O.

Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence

The Hartmann Steel Picket Fence

The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.

160 Mill St.

ELLWOOD CITY, - PA.

Tackle Blocks

for every purpose. 65 years' experience.

Porton & Lockport Block Co.
Boston, Mass

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1885, NEW YORK CITY.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE . . .

Champions, the World's Best.

All Kinds of Wood and Steel Barrows.

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Sash Chains

"Giant," "Red Metal"
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HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swodoh" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

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SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
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AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

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have two jaws—each jaw has two fine cutting edges, each held in place by two screws.

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Five Sizes, 6-8-10-12-14 inches
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HALVING THE COST

If its dollars you're after handle the Nettleton Nippers. They sell quickly and at a good profit to you.

Send for sample and prices.

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Factory: Middletown, Conn.
Address all correspondence
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HARDWARE

BEECH NOVELTY CO., Mansfield, Ohio, have issued circulars descriptive of the merits of the Beech Mop Wringer and Bucket Combined, which they state to be "a live, salable article which sells readily, and every sale is sure to produce others."

J. A. Carter, who was actively identified with the formation of the American Fork and Hoe Co., Cleveland, Ohio, and who has been its sales manager for the past four years, has resigned, to go into other business. Mr. Carter is still largely interested in the company and continues as a director.

George E. Sternberg, who for the past fifteen years has been connected with the Peck, Stow & Wilcox Co. at the New York branch, has identified himself with the Biddle Purchasing Co., 78 Reade Street, New York.

SICKELS & NUTTING COMPANY.

A special meeting of the Board of Directors of the Sickels & Nutting Company, 35 Barclay street, New York, was held May 15, at which J. R. Loder was chosen president and treasurer, owing to the recent death of Robert Sickels, the late president. The Board of Directors as now constituted consists of J. R. Loder, Otto Dederer, E. C. Hamilton (recently elected), B. E. Randolph and J. K. Eldridge, the latter being vice-president. The secretary is Thomas Borrows.

THE USE OF A LIMPID OIL WITH GRAPHITE WILL REDUCE FRICTION TO ONE-THIRD THAT OF THE ROLLER BEARING.

This statement seems to be justified by the following:

The October, 1905, issue of *Machinery*, contains a report of a series of tests on roller bearings, made by Prof. C. H. Benjamin, at the Case School of Applied Science, which are of especial interest in view of certain results which have been obtained by Professor Goss, from plain bearings lubricated with kerosene and Dixon's Flake Graphite.

Professor Benjamin's experiments were made upon several different kinds and sizes of roller bearings in common use. The purpose of the experiments was to determine the friction developed by such bearings when run under different conditions of load and speed. The apparatus employed was similar to the well-known Thurston oil testing machine, and was in every way well adapted to the purpose for which it was used. Professor Benjamin's reputation as an experimenter, and the highly refined character of the apparatus he employed, leave no question as to the accuracy of his work.

In the results which were obtained by Professor Benjamin from the use of roller bearings 1 15-16 inches in diameter, in comparison with those obtained from the step bearing testing machine made use of by Professor Goss in connection with his study of graphite under similar conditions of pressure, it was demonstrated that the co-efficient of friction developed by the use of graphite and kerosene in a step bearing. Thus, when the pressure is 40 pounds per square inch, the co-efficient of friction for the graphite and kerosene is .00459, while the average co-efficient for the two roller bearings is .018, or 3.92 times greater. When the pressure is 50 pounds per square inch, the co-efficient of friction for the graphite and kerosene is .00442, and for the roller bearing .0175, or 3.95 times greater. There are no conditions which can impair the value of this comparison except that a higher speed was employed with the roller bearing than with that which was lubricated. But as the co-efficient of friction of the lubricated journal generally diminishes with increase of speed, a correction of this would make the differences in results greater. The step bearing was able to carry a load of 110 pounds per square inch, while the greatest load carried by the roller bearing was 61 pounds per square inch, or only 55.5 per cent. as much as that of the step.

Professor Benjamin also made tests of plain bearings and found that "the friction of roller bearings is less than that of plain bearings."

There is no secret in all this. The plain bearings experimented on by Professor Benjamin were undoubtedly lubricated with an oil possessing considerable body, whereas in the presence of graphite a very light oil will suffice. The friction of lubricated journals is largely a matter of viscosity of the lubricant. For any given service, the use of graphite will always present a reduction in the viscosity of the liquid lubricant and hence a

reduction in friction. The extent to which such a change may be carried is, however, not commonly recognized. It is well illustrated by the fact that a graphitic mixture, well designed for the service expected of it, gave results which leave the roller bearing quite distanced in the race.

ELECTRIC PROPERTIES COMPANY.

The Electric Properties Company, incorporated May 10th under the laws of the State of New York with a capital of six million preferred and six million common stock, has been organized to acquire, finance and develop properties, either whole or in part, especially those in which electricity plays the principal part, such as power, electric traction and electric lighting enterprises, and to invest and deal in and to guarantee the securities of corporations operating such properties. It will also conduct through Westinghouse, Church, Kerr & Company (all of whose capital stock is owned by the new company) a general engineering and construction business. It may also issue collateral trust bonds secured by the pledge of securities acquired in the course of business.

The purpose of the company, as mentioned above, will be mainly financial. It is not intended to make any changes in the organization or personnel of Westinghouse, Church, Kerr & Co., whose operations have been highly successful and they will continue to be conducted under the efficient administration of Mr. Walter C. Kerr, President.

While the Electric Properties Company will avail itself of the engineering and construction organization of Westinghouse, Church, Kerr & Company, it will also use other engineering organizations or independent consulting engineers as circumstances may require. One of the objects of the new company will be to co-operate with vested interests, such as railways and other public service companies, in the development of properties for their account, and either temporary or permanently assist in financing such properties.

The great rapidity with which the uses of electricity are being extended, not only in the creation of new enterprises, but in changing the character of existing enterprises, will, it is believed, afford constantly increasing opportunities for the profitable investment of capital.

Mr. John F. Wallace has been selected as President of the new corporation, and two Vice Presidents will be elected at the first meeting of the Board of Directors.

KEEP YOUR CREDIT GOOD.

Interest on borrowed money eats a big hole into a dealer's profits but deferred payments and unpaid bills eat a bigger one into his credit. A man's credit is a big part of his stock in trade and it differs from most of his ethical possessions in that it strengthens with disuse; still there are times when any merchant may be justified in stocking up beyond the limits of his ready cash. Having once done this nothing should tempt him to allow the bill to go over a few days, depending upon the good nature of his creditor to see him through; far better borrow the money and pay a little interest. Probably the jobber would not kick at a few days' delay and the interest could be saved. The temptation is all the greater because it is so easy to accompany the delayed payment with some plausible excuse about "an oversight" or something of that nature. But the time is sure to come when any dealer who resorts to these petty infringements upon the rights of others in order to hold his own expenses at the lowest notch will find out that there is a big difference in cash valuation between the reputation of a man who always pays his bills on time and the one who "will probably pay it sometime,—when he has to."

STEAM TURBINES IN COTTON MILLS.

That steam turbines are readily adapted to cotton mill work is again brought out by the fact that the Francis Cotton Mills has recently adopted Westinghouse-Parsons turbines for their power plant at Biscoe, N. C. This plant adds one more to the list of cotton mills using steam turbine power. Some of the plants in this field are those of the Pelzer (S. C.) Manufacturing Company, 1500 K. W.; the Oneita Knitting Mills, Utica, N. Y., 500 K. W.; Henrietta (N. C.) Mills, Gray Manufacturing Company, Charlotte, N. C.; Modena Cotton Mills, Gastonia, N. C., and the Lumberton (N. C.) Cotton Mills. These plants are now in highly successful operation.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, - - - - - President.
A. P. MITCHELL, - - - - - Secretary and Treasurer

HENRY HOPKINS, - - - - - Editor.
J. W. PENTZ, - - - - - Advertising Manager.

MAY 25, 1906

Editorial Trade Review

As we anticipated, the abnormal demand for goods of various kinds for the wants of San Francisco is being favored in the shipments, and it is a matter of pride to be able to make prompt and early deliveries of the goods wanted. As manufacturers have up to date been unable to supply their regular customers with similar goods for several months, there is little possibility of their being able to do so until the present wants of San Francisco are all attended to. Then again, the demand in a general way for Builders' Hardware, independent of the Coast trade conditions, is so good that the permits for new buildings are reaching record figures in the large trade centers, with the demand from the Coast still in its primitive stages.

The settlement amicably, and without much waste of time, of the various strikes throughout the country must be considered a good thing for the future trade of this vast continent. The coal strike, the longshoremen's strike and the varied other unsettled conditions in the field of labor are no longer to be added to our fears for the future. "Grim-visaged war has smoothed its wrinkled front" and trade must have no discount taken off from its volume, while apprehension is an additional source of worry to the intelligent man of business.

Money seems to be in abundance for the propagation of industrial activity in every branch of the business, and in every grade, and this is to be seen and felt notwithstanding the high prices of merchandise in general. With lumber, brick and other material at highest points the building interests of the country show a prosperity that is remarkable, and will keep the manufacturers away from any idea of the necessity of lessening production during the summer months; and the demand even at present prices seems to be for better grades of goods than would be called for if money were not so abundant and a willingness shown to lend it to promote all reasonable undertakings.

The universal prosperity apparent on every hand is the incentive given to add to facilities that are already promis-

ing for the manufacturing and promotion of enlarged outputs, that bid fair to give fears of overproduction at the first ebb of the wave of general prosperity.

While the prices of Hardware on every hand are by no means abnormally high by comparison with previous dates, the metal market is by no means so conventional, and prices have soared to points which in a single year show advances from 25 to 35 per cent., and those metals especially that enter into house-building, and if Hardware was relatively quoted at an advance that averaged as high, the promoters of huge operations might well pause at the threshold.

The thousands of immigrants that are almost daily reaching our hospitable shores are becoming welded into the ranks of labor on every hand, exciting our wonder and astonishment at this possibility. Men who are willing to work at better wages than were ever obtained in the Old World, were never in greater demand than at present. A scarcity even is said to exist.

THE FOREIGN COMMERCE OF THE UNITED STATES.

The foreign commerce of the United States in April, 1906, was larger than that of the corresponding month of any earlier year, consisting of 107 million dollars imports and 144 millions exports; total, 251 millions, or more than a quarter of a billion dollars in a single month. In only one previous April in the history of our export trade has the total of imports and exports reached as much as 200 millions. For the ten months ending with April the record is equally striking, being: Imports, 1,021 millions; exports, 1,488 millions, or a total of 2,509 millions. No similar period of any earlier year ever touched the one billion dollar line in imports or reached the 1,300 million line in exports. The total commerce of the United States for the ten months ending with April is thus over 2½ billions of dollars, and should the monthly average for May and June be as great as that for the ten months for which the record is made the total of the fiscal year 1906 will exceed 3 billion dollars.

The fiscal year 1906 seems likely to make a new record in the foreign trade in several particulars. The total imports and total exports are in each case likely to be greater than those of any earlier year, and several monthly records have been already broken. For example, imports never exceeded 100 million dollars a month prior to 1905, except in a single instance in which large quantities of merchandise were being rushed into the country to avoid pending tariff changes; but seven out of the ten months ending with April of the present year have shown each an importation of more than 100 millions, and the month of March showed the highest import record ever made, \$113,597,277. On the export side the high-water mark of earlier years has also been passed, the total for the ten months ending with April being 200 millions in excess of the total for the corresponding total of any earlier year, and the total for the single month of December, \$199,738,520, being 25 million dollars greater than in any preceding month in the history of our export trade.

The increase in imports occurs in manufacturers' materials and finished manufactures, and the increase in exports occurs in agricultural products and manufactures. The increase in imports for the ten months ending with April amounts to about 86 million dollars, and is about equally divided between manufacturers' materials and manufactures, the total figures for the nine months of which the Department of Commerce and Labor through its Bureau of Statistics has completed the analysis, indicating a gain of about 44 millions in manufacturers' materials, and 51 millions in the two classes, manufactures and luxuries, while there is a decrease of about 20 millions in foodstuffs. In exports there is for the ten months an increase of 215 millions, and the nine months' figures, now completed, show a gain of about 136 millions in agricultural products and about 50 millions in manufactures.

The classes of manufactures which show the largest increases for the first nine months, for which comparative figures are at hand, are iron and steel manufactures, 19 million dollars; cotton goods, 7 millions; cars and carriages, 5½ millions; mineral oils, 3 millions; leather and its manufactures, 2 millions; agricultural implements, 1 million; paraffin, nearly 1 million, and numerous other articles in smaller sums. The classes of manufacturers' materials which show the largest growth in imports are: Hides and skins, an increase of 14 million dollars; copper, 4 millions; tin, 4 millions; tobacco, 3 millions; and pig iron, 3½ millions.

A LOCAL CLIPPING BUREAU.

The use of press clipping bureaus is now so generally recognized that perhaps the most remarkable feature about the following scheme of an Eastern Ohio Hardware dealer is the fact that others are not using it more.

Among his clerks he organizes a local clipping bureau in which each is forever on the alert for items of information, printed or personal, regarding any contemplated building or other industrial movement opening up a possible avenue for Hardware. For each available bit of information the clerk is credited with a small amount which is duly recognized on pay day. Then there is a scale of prizes for the information that lands orders of certain sizes.

Where more than one informant hands in the same item the first one who gives it is the one rewarded unless a later informant gives enough additional matter to justify its being treated as a separate item. This has a tendency to stimulate the various employees to seek early information.

By following out this course the dealer not only obtains early knowledge of all the published enterprises where Hardware is required but friends and acquaintances of the clerks not infrequently give the latter quiet advance tips regarding their own future intentions "just to help them along," and much to their own surprise give way to the personal solicitation of the dealer himself when he comes after them for a contract long before any of his competitors know that there is one in prospect. Besides it keeps his clerks more alert to his interests outside of business hours and puts them into closer communication with the entire community.

NEEDED POISE IN BUSINESS.

You can never control other people until you have first learned to control yourself, and the man with poise is the man who gets the better of every argument and every incident and crisis of life. Have you ever seen two men in an argument, in either public or private, that the cool fellow did not get the better of the excited one? So poise in business is as much needed as in public speaking or any place else. When a kicker comes in above all things hold your dignity and steady, smiling courtesy at all times, and you will have no cause to regret it. Then when the incident is over dismiss it from your mind! Refuse to think about unpleasant things, for it unfits you for your work and it's for you to solve that constant puzzle that confronts every business man of how he can best please that fickle and changeable clientage, the great American public.

D. C. W.

THE CLEVELAND MEETINGS.

Meetings of the Wholesale and Retail Hardware Joint Committee and of the Executive Committee of the National Hardware Association were held at the Hollenden, Cleveland, Ohio. The Executive Committee of the Jobbers' Association met on Monday and Tuesday, 7th and 8th inst. The following members of the committee were present: P. E. Strauss, Fitz, Dana & Co., Boston; R. M. Dudley, Gray & Dudley Hardware Company, Nashville, Tenn.; A. J. Bihler, James C. Lindsay Hardware Company, Pittsburgh; W. D. Taylor, George Worthington Company, Cleveland; J. D. Moore, Moore & Handley Hardware Company, Birmingham, Ala.; Frederick Barker, Barker, Rose & Clinton Company, Elmira, N. Y.

THE JOINT COMMITTEE.

The sessions of the Joint Committee extended over three days, Wednesday, Thursday and Friday, May 9, 10 and 11, with the following members in attendance: S. Norvell, St. Louis, chairman; E. M. Bush, Evansville, Ind., vice-chairman; W. S. Wright, Omaha, Neb.; R. A. Kirk, St. Paul, Minn.; Samuel A. Bigelow, Boston; W. P. Bogardus, Mt. Vernon, Ohio; S. R. Miles, Mason City, Iowa; A. H. Abbe, New Britain, Conn.; W. L. Sanford, Sherman, Texas; C. B. Carter, Knoxville, Tenn.; T. James Fernley, Philadelphia, general secretary, and M. L. Corey, Argos, Ind., secretary for retail trade.

Announcement was made of the decease of T. Frank Ireland, Belding, Mich., and an appropriate resolution was adopted. A. H. Abbe, New Britain, Conn., was recently appointed to succeed Mr. Ireland on the committee. W. L. Sanford of Roberts, Sanford & Taylor Company, Sherman, Texas, was appointed to take the place of R. M. Dudley, Nashville, Tenn., who resigned owing to pressure of business. The various committees having charge of the detail work of the Joint Committee presented their reports.

The work for the next year was apportioned among the various members of the committee, whose task was to be the expressing to manufacturers a preference that they should recognize only the legitimate jobbing and retail trade as distributors.

Mr. Norvell and the other officers were unanimously re-elected.

THE NATIONAL HARDWARE ASSOCIATION.

Secretary-Treasurer T. James Fernley has recently addressed the following letter to the members of the National Hardware Association, announcing some of the details in connection with their Thirteenth Annual Convention, and naming the dates for holding the convention, and at the same time calling attention to the necessity of securing hotel accommodations at an early date:

13TH ANNUAL CONVENTION.

DEAR SIR:—You will recall at the last meeting of our Association no selection was made by the convention of a place for holding our 1906 meeting, but a committee was appointed to arrange after conference with a committee of the American Hardware Manufacturers' Association for the selection of time and place for holding the same.

The usual difficulty of obtaining hotel accommodations ample to take care of the large number of members of our Association and others who attend confronted the committee. After seriously considering all claims from various cities, both committees unanimously selected Atlantic City, N. J., as the place, and October 17, 18 and 19 as the dates.

The Marlborough Hotel has had a very large addition made recently and is now known as the Marlborough-Blenheim. Both Associations will have their headquarters at this hotel, and without any question it is the very best appointed house on the Atlantic Coast. The rates are as follows:

One person in one room without bath, \$4, \$5 and \$6 per day. American plan, depending upon the size and location of room desired.

One person in one room with bath, \$6, \$7 and \$8 per day. American plan, depending upon the size and location of room desired.

Two people in double room, without bath, \$8, \$9 and \$10 per day, American plan, depending upon the size and location of room desired.

Two people in double room with bath, \$10, \$11 and \$14 per day. American plan, depending upon the size and location of room desired.

We would suggest that the members of our Association promptly engage their accommodations. Do this by corresponding direct with the hotel. Rooms will be reserved, and about October 10th you will be advised by card from the hotel as to the number and rate of your room. Respectfully yours,

T. JAMES FERNLEY,
Secretary-Treasurer.

THE CATALOGUE HOUSE QUESTION.

In our notice of the booklets issued by the Dover Mfg. Co., Canal Dover, Ohio, on "Co-operation" and "Maintenance of Prices" in our last issue, Mr. Keyser, their efficient advertising manager, under whose careful attention they were written, takes exception to our language which apparently looks like a misconception of his argument. So to set us right in the matter he sends us a note as follows, which explains itself:

"In the May 10th issue of *HARDWARE*, we note the following sentence which may give the wrong impression: 'Catalogue competition is dwelt upon, and they acknowledge it as being instrumental in creating a demand for goods with which the dealer should be satisfied.' The writer thinks that you have misunderstood our reference to the catalogue house question. We make the statement that the catalogue house not only distributes, but also creates demand. However we do not say that the dealer should be satisfied with this fact or that it modifies the dealer's attitude toward the catalogue house in any respect. From your statement of the case it would seem that we are apologizing for catalogue house, whereas, we look at this question from the standpoint of the retail Hardware dealer. Furthermore we do not imply in our pamphlet that the demand created by the catalogue house is beneficial to the trade as it would be inferred from your statement. We are sorry that our method of handling the subject misled you as to our attitude toward the catalogue house."

We are happy in being corrected in any particular where we placed a wrong construction on the language used.

FOUR LEADING REASONS.

Consul Brittain, of Kehl, gives four leading reasons why German merchants are succeeding in extending their foreign trade, which are as follows: (1) The training of men especially for the business, who shall know every detail, and who are able to speak several languages. (2) Disposition to please the purchaser with styles and prices, and giving long credits. (3) Determination to hold a customer once won. (4) Their ability, by Government aid, to deliver goods in their own ships.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

PAWNBROKER'S LIEN—SUBROGATION.

QUESTION: A friend of mine pawned a ring for \$45 and asked me to go to the pawnbrokers, take up the loan and get the ring. He agreed to pay me whatever it cost to get the ring back. I did as he directed and have the ring. He now demands it from me, although he has not paid me the money I advanced to get it. Can I keep the ring until he has repaid me?

REPLY: You can. He clearly gave you the authority to redeem the ring and asked you to advance the money necessary to obtain the property. By advancing the money pursuant to his request, you became in the technical language of the law subrogated to the pawnbroker's lien on the ring. It would be otherwise if you had advanced money to redeem the ring on your own authority, and without your friend's request or direction.

EFFECT OF ADOPTION.

QUESTION: If a child is adopted in the State of New York (1) Can he inherit from his former parents; (2) Can he inherit from his foster parents; (3) If the child dies leaving property and no will, which parent inherits from him?

REPLY: (1) The child's rights of inheritance and succession from his natural parents are unaffected by his adoption;

(2) He has also the right to inherit from his foster parents;

(3) The effect of adoption is to relieve the natural parents from all parental duties towards and of all responsibility for the child, and they have no rights over the child or to his property by descent or succession. But the foster parents may inherit from the child in case he dies intestate leaving no descendants.

BANK—DRAFT—COLLECTION—LIEN.

The Supreme Court of Michigan held, in the case of Garrison vs. Union Trust Company, that a bank sending to another bank, which was its regular correspondent, for collection, a draft indorsed for collection and credit, had no right to assert its title as against the lien upon the proceeds to which a third bank, to which the draft was forwarded for collection, was entitled in the ordinary course of business to balance its account against the intermediate bank.

INSURANCE—BLOOD POISONING—PHYSICIAN.

The Supreme Court of Illinois held, in the case of The Central Accident Insurance Company vs. Rembe et al., that insurance covering the death of the insured caused by external violence or accidental means extended to a case of death from blood poisoning inoculated by an accident external injury to the person of the insured without which the poisoning would not have ensued, and that a clause in an accident policy issued to a physician and surgeon, extending the insurance to "septic wounds caused by accident while performing any operation pertaining to the business of the insured, the poison matter being injected into the wound at the time of the accident," was not limited to surgical operations, but included accidental wounds received when administering, or preparing to administer, treatment pertaining to the business of the insured.

INTEREST—COMPUTATION—RENEWAL—USURY.

The Kentucky Court of Appeals held, in the case of Bramblett vs. Deposit Bank of Carlisle, Ky., that in order to ascertain the exact amount due on a note which had been repeatedly renewed so as to purge it from usury, the sum originally loaned be taken as the original principal, and interest should be calculated upon that sum at the rate of 6 per cent. per annum until the first renewal or payment; that such payment should be applied first to the discharge of interest accrued; that any excess should be applied upon the principal, and that when the note was renewed accumulated interest which had not been paid should be added to the remaining principal; the sum to constitute a new principal upon which interest was to be calculated and payments applied as above indicated. The court further held that it was competent for parties to agree to pay a legal rate of interest in advance, and that such rate of interest would not be usurious.

THE LATE ROBERT SICKELS.

The following memorial expressing the loss the Hardware Club has sustained in the death of the late Robert Sickels was reported at a meeting of the board of governors on May 15th by a Committee consisting of Joseph Gales, E. C. Van Glahn and R. R. Williams, and was adopted and ordered spread on the Records of the Club, and an engrossed copy to be sent to Mr. Sickels' family:

IN MEMORIAM

ROBERT SICKELS, A GOVERNOR OF THE HARDWARE CLUB, DIED APRIL 11, 1906.

Mr Sickels was born of Dutch ancestry in Albion, N. Y., April 15, 1833, and after receiving such schooling as was necessary to fit him for a business life he began his career as a clerk in a general store in his native town. After a short time spent in learning the fundamental principles of a successful business career he removed to Davenport, Iowa, to look after his brother's interest in a Hardware house in that city.

Mr. Sickels soon decided to make Davenport his home, and in 1863 formed the firm of Sickles & Preston, which in 1881 became and now is Sickels, Preston & Nutting.

In 1890 Mr. Sickels decided to establish himself in business in New York City, and in addition to his Western house started the concern now known as Sickels-Nutting Company, with which he was actively identified up to the time of his death. Such, briefly stated, was the business career of Robert Sickels.

For 43 years Mr. Sickels was an honored member of the Hardware trade. He was also a member of the Hardware Club from its beginning, and since 1899 a member of its Board of Governors.

Although he has passed from among us and his calm, dignified countenance will no more be seen to lighten up this place, which for so many years was his club home, yet his genial personality, his kindness of manner and his affable greeting will long be missed by his fellow members, while those who through many years of business intercourse, and in the closer ties of friendship, had learned to know him intimately, will hold him in peculiarly warm and affectionate remembrance.

As a business man he was broad minded, progressive and just; devoted to the principles of truth and honor, his life actuated by high moral purposes. By his courage, his ability, his loyalty to truth and his fidelity to every trust committed to his care he achieved success.

As a citizen he was patriotic and public-spirited. He formed his opinions after wide reading and careful thought, and gave his unwavering support to every cause which he conscientiously believed would benefit his country, his State or his city.

As a friend he was gentle, considerate and staunch. He was an inspiration to all that was lofty and noble and true, and a rebuke to whatever was base, selfish and unworthy.

While business was his pursuit, truth, honor and Christian virtues were his passion. He was ever true to his high ideals, and often expressed his firm faith in the all-controlling goodness and providence of God. In that faith he lived and died.

During the last few months of Mr. Sickels' life, amid physical infirmities always bravely borne, his interest in all good works, his love for his friends and his devotion to this club were as real as when he first came to New York and made his strong, manly presence felt among us.

His character and career will be an inspiration to all who knew him, who will remember him as a courteous, Christian gentleman, whose congenial companionship, sound judgment and unwavering fidelity they will sadly miss.

COES WRENCH CO.'S NEW DEPARTURE.

The Coes Wrench Co., Worcester, Mass., the New York agents of which are J. C. McCarty & Co., 10 Warren Street, and John H. Graham & Co., 113 Chambers Street, considering the retailer's requirements and the advantage to be derived by his carrying a more representative assortment of these desirable goods, are putting up an "introduction assortment case." The case contains one dozen each steel-handle Screw Wrenches, 6, 8, 10 and 12 inch; two-thirds dozen 15-inch and one-third dozen each 18 and 21 inch sizes. The case also contains circulars and window decalomania transfer signs and weighs 230 pounds gross. The opportunity of obtaining the various sizes of these well-known wrenches in this convenient form will undoubtedly be appreciated by both the dealer and consumer.

D. C. Washington, says:

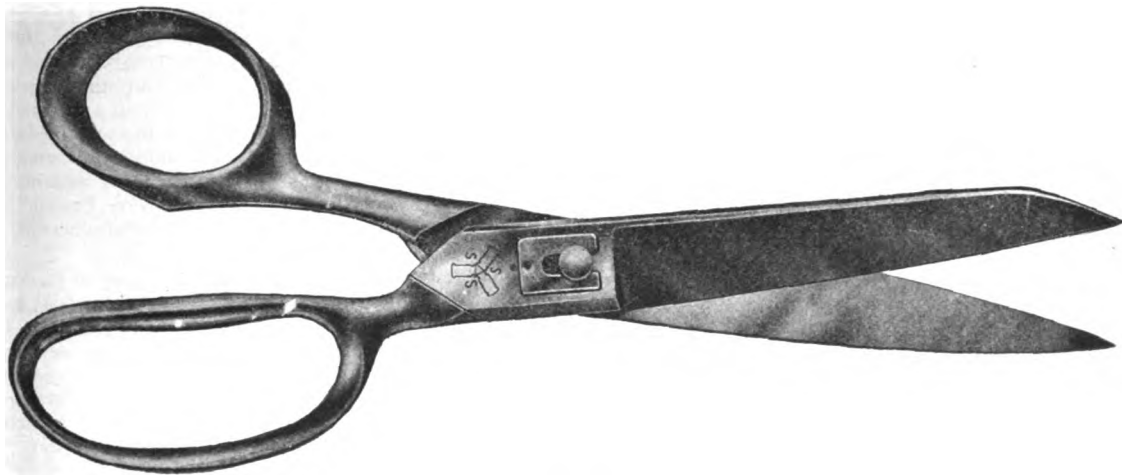
If you have people around you that you can't get to do things the way you want them done, don't stamp the floor and make every one unhappy then and at home at night, but simply make up your mind in a calm way whether you would rather have the man do things the way he is doing them or not have him in the place. Then wait till next day and go to him when you are cool and explain the alternative to him. Tell him he must work your way or go some place else and if he seems mulish let him go. But for the sake of your help, for the sake of your health, and for the sake of the ridiculous figure you cut in the eyes of others, don't kick! You can see from the strong kick I am now putting up against you kickers that I never kick. No, indeed! Never!

PROFIT MAKING LINES

DAVIES SCREWLESS SPRINGSET SHEARS.

The Davies Automatic Shear Co., No. 41 Maiden Lane, New York, are engaged in placing upon the market the Screwless Springset Shears and Scissors, which are claimed to embody more and greater improvements of an up-to-date character than any similar goods on the market, the original but simple improvements in the manufacture of these important specialties placing them prominently before the trade, and making them leaders among profit-making lines. These Screwless Springset Shears and Scissors are what their name implies. They are absolutely screwless, and are set by means of an adjustable spring

member, forming a perfect locking device which firmly retains the whole connection in place. Note the slope on the tension plate. The adjustment of the plate forward and backward gives the variations in strength of tension with which the blade edges are held together; tighter if the plate is pushed forward towards the edge of shear, and lighter if the plate is pushed back toward the handles. The pivot is perfectly free to rotate, thus forming an ideal roller bearing, the wear on which is evenly distributed. This pivot is original with the Screwless Springset Shears. All other shears have the pivot or screw fixed to one shear member, which, by limiting the wear to a small section



DAVIES AUTOMATIC SHEARS.

plate to the desired tension. The blade edges are held together automatically with an even tension throughout their cutting length; the action is easy, smooth and very agreeable, and this not merely for a brief period but throughout the life of the shears. The inherent defects of the old-fashioned, screw-con-

of the pivot or screw, soon develops unevenness of action. The blade edges are held in contact with the same even tension in opening as in closing, and thus the shears are in a large measure self-sharpening, the edge thrown down in cutting being thrown back as the shear opens. With ordinary shears one not only has to close the blades, but must also cramp the hand so as to hold the blade edges together. With the Screwless Springset Shears



PIVOT.

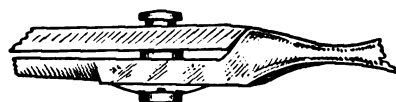


TENSION WASHER.



TENSION PLATE.

nected shears are well known. Uncomfortably stiff when new, they soon wear so loose, that they will cut only when the shear handles are twisted so as to hold the cutting edges together, cramping the hand, and making it troublesome to guide the shears aright. All the faults, obvious or latent, of screw-connected shears have been avoided in the construction of the Screwless Springset Shears. So simple is the construction that a glance at



SIDE VIEW OF PIVOT, TENSION WASHER AND BOTH SHEAR BLADES, WITH SPACE EXAGGERATED TO SHOW DETAIL.

one simply closes the handles and guides the blades, and the shears attend automatically to the cutting. Nearly all the labor of cutting is saved. Every woman knows how troublesome it is to guide a pair of screw-connected shears, how difficult it

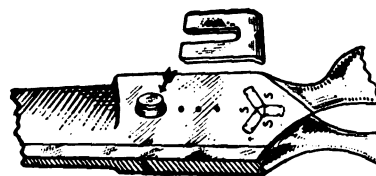


PIVOT AND TENSION WASHER.



POSITION OF CONNECTING PARTS WHEN ASSEMBLED.

the cuts conveys a clear idea of it. The connection consists of but three simple detachable parts, a connecting pivot, a tension washer and a tension plate. When pivot and tension washer are put in position in both shear blades, the spring plate is pushed



TENSION PLATE ABOUT TO ENTER GROOVE IN END OF PIVOT.

is to make the firm, straight cut or the artistic curve desired. The Screwless Springset Shears free the hand from this handi-



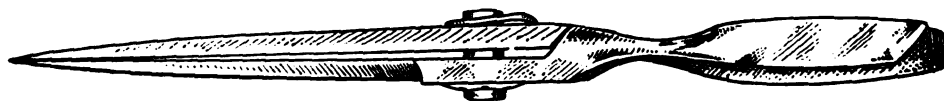
PIVOT, TENSION WASHER AND ONE BLADE OF SHEARS IN POSITION.

into the annular groove at the upper end of the pivot. A small round projecting dot on the under side of the tension plate click, down into a shallow hole in the surface of the shear

cap. The appearance of this shear on the market was a signal event in the history of shears. It is a scientifically constructed cutting tool instead of a pair of blades clumsily put together with

a screw. To users of this peerless cutter scissors and shears are no longer implements of drudgery, but have become a comfort and a satisfaction. Each shear passes through on the av-

and meats are the chief productions. While sections of Australia do not produce wheat, the production of other sections and of New Zealand is sufficient to supply all domestic demands and



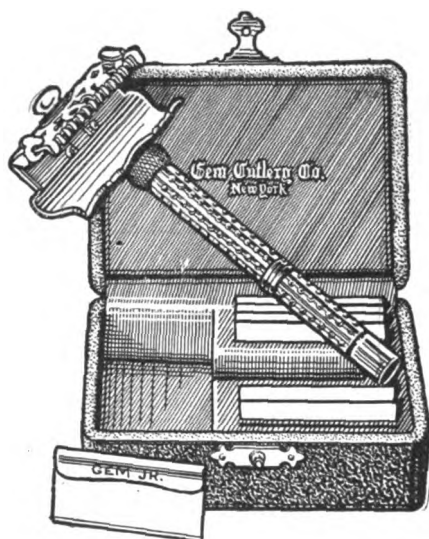
SHEAR COMPLETE.

erage 387 operations. Particular attention to the hardening and tempering is given to these goods, no oil being used, as the superior process employed by the manufacturers insures uniform hardness and temper.

THE "GEM JUNIOR."

The Gem Cutlery Co., No. 34 Reade Street, New York, have just placed on the market the "Gem Junior" Seven Blade Safety Razor. This remarkable little razor has a keen blade for every day in the week and, although it retails for a dollar only, there is a good margin of profit left for the dealer handling this new shaving device.

The Gem Junior is furnished in a handsome case, packed com-



THE "GEM JUNIOR."

pactly with its seven keen all-steel blades. The blades are made from the best razor steel, hardened and tempered by this company's own process. They have a very keen and lasting edge, so that every blade will give a number of shaves without honing or stropping. When dull, they can readily be revived by stropping with the handle furnished for this purpose. The blades also fit other makes of safety razors.

TRADE OF THE UNITED STATES.

Trade between the United States and British Australasia in the fiscal year 1905 aggregated 38 million dollars, against 34½ millions in the preceding year, 32 millions in 1900, and 14 millions in 1895. Statistics compiled by the Department of Commerce and Labor through its Bureau of Statistics show that imports from British Australasia have grown from 4⅓ million dollars in 1895 to 12 millions in 1905, and exports thereto in the same period from 9 millions to 26 millions. For nine months of the present fiscal year the exports are about 2 millions in excess of the same months of last year.

The term "British Australasia," as used, includes Australia, Tasmania, New Zealand, and the Fiji Islands, but the commerce included under the term is chiefly that of Australia and New Zealand. Australia has an area of practically 3 million square miles, or but little less than that of the United States, and its population approximates 5 millions, or slightly in excess of that of our country at the beginning of our national existence. While the northern portion lies within the Tropics, the southern and more populous section, representing about three-fifths of the total area, is in the South Temperate Zone, with population, customs, and institutions, and therefore social requirements not dissimilar to those of the United States. Agriculture and stock raising are the most important industries, though the mining of gold and copper has assumed considerable proportions. The value of the principal crops aggregated in 1900 about 125 million dollars, wheat being credited with 31 millions, hay 30 millions, oats 10 millions, orchard and garden products 10 millions, potatoes 6 millions, and corn nearly 6 millions of dollars. Wheat, wool

leave a considerable surplus for exportation. Australasia is the largest wool producer of the world, her production in 1900 according to the reports of the National Association of Wool Manufacturers, being 510 million pounds, against 370 millions for Argentina, 361 millions for Russia, 190 millions for the United States, 140 millions for the United Kingdom, 104 millions for France, 103 millions for Spain, 100 millions for the British South African colonies, and 96 millions for Uruguay.

Exports from the United States to British Australasia include iron and steel manufactures, refined mineral oils, wood and its various manufactures, tobacco and manufactures thereof (chiefly plug,) paper and paper manufacturers, boots and shoes, upper leather, cotton manufactures, fruits and nuts, agricultural implements, fish, chemicals and drugs (patent and proprietary medicines forming a large share), cars and carriages, clocks and watches, rosin and turpentine, and many other articles of lesser values ranging as high as \$100,000 each per annum. The statistics of our exports to Australia and New Zealand disclose the preponderance of manufactures and the absence of agricultural products in any considerable quantities.

Comparing conditions in 1905 with those of a decade earlier, exports of Builders' Hardware increased from \$635,494 in 1895 to \$1,223,066 in 1905; sewing machines, from \$224,875 to \$541,713; wire, from \$106,799 to \$944,757, and iron and steel manufactures as a whole from \$1,543,739 in 1895 to \$6,695,253 in 1905. Meantime exports of refined mineral oils increased during the decade from \$1,541,073 in 1895 to \$2,638,455 in 1905; tobacco manufactures, from \$1,303,690 to \$1,795,191; agricultural implements, from \$246,930 to \$1,159,933; unmanufactured tobacco, from \$268,079 to \$741,215, and paper manufactures, from \$269,294 in 1895 to \$849,404 in 1905, the latter sum, however, being a million dollars less than that for 1901 and considerably below that for any years since 1891. Exports of boots and shoes increased from \$62,090 in 1895 to \$499,702, while in 1901 the total had risen to the unusual level of over 1½ million dollars. Upper leather increased from \$50,628 in 1895 to \$517,788 in 1905; cotton cloths \$59,084 to \$560,994; other cotton manufactures, from \$89,087 to \$518,185, and boards, deals, and planks from \$419,581 in 1895 to \$1,565,211 in 1904 and \$866,094 in 1905. The only countries to which we exported a larger value of merchandise in 1905 than to Australasia are the United Kingdom, to which the total exports were 523 million dollars; Germany, 194 millions; Canada, 141 millions; France, 76 millions; Netherlands, 73 millions; China, 53½ millions; Japan, 51¼ millions; Mexico, 45⅓ millions; Cuba, 38 millions; and Belgium, 38 millions of dollars. Our exportation of 26 million dollars' worth of merchandise to British Australasia was greater than that to Argentina, to which the total sales were 23½ millions; Spain, 17 millions; Russia (so far as ascertainable from the stated destination of outward manifest from the United States), 16⅓ millions; Denmark, 15 millions; British Africa, 15 millions; Sweden and Norway, 12 millions; the Central American Republics, 14 millions; Austria-Hungary, 12 millions; Brazil, 11 millions; Hongkong, 11 millions, and the British West Indies, 10 millions of dollars.

CHRONIC KICKING.

If business is dull and the fellow down the street seems to be getting some that belongs to you, says D. C. Washington in *The Optical Journal*, don't kick, but smile and try and get some new business in place of it. Don't kick, for the world hates a sore-head and will keep out of his society as much as possible. Don't go beefing around your store hunting for trouble, for it won't be long until the people in your place will get discouraged and think that it doesn't make any difference what they do you will kick any how, and so they won't take the trouble to try and do right. Kicking, like any other habit, is one that grows on you, and if you get at it you will find that you will soon become a chronic one, despised by your fellows, feared by your wife and children, and damned by the world as a whole. The boys that grow up in your home and in your store are using you for a pattern and will grow to maturity as kickers and your kicking will be visited on other generations, and while, as an Irish alderman in New York once asked, "What has posterity ever done for us?" we still must buck up a little when we remember that there are others who are studying our mental attitude and patterning their own by it.

VIRGINIA HOT SPRINGS CONVENTIONS

The tenth semi-annual convention of the American Hardware Manufacturers' Association and the sixteenth annual convention of the Southern Hardware Jobbers' Association will be held jointly at Hot Springs, Va., on June 12-15, 1906. The headquarters for both Associations will be at the New Homestead Hotel. A special train will be run between New York City and Virginia Hot Springs under the direction of the Chesapeake and Ohio Railroad Co. This train will include both Pullman sleepers and compartment cars, and it is now contemplated that it will either precede or follow, with a ten-minute interval, their regular train for Virginia Hot Springs, which leaves the Twenty-third Street Station (Pennsylvania Railroad) New York on Monday, June 11 at 4:55 P. M., arriving at 8:30 A. M. (Eastern time) and leaving Hot Springs for the return trip at such time as may prove most convenient to those returning on the special train. Applications for reservations on this train should be addressed to U. L. Truitt, G. E. P. A., care of the Chesapeake and Ohio Railroad Co., No. 362 Broadway, New York, who will be glad to furnish further particulars regarding the arrangements making, and who will make reservations in the order of their receipt by him. The programme decided upon for the conventions by the executive committees is as follows:

MORNING SESSION.

TUESDAY, JUNE 12, 1906.

10:00 a. m.—Meeting of the Executive Committee of the American Hardware Manufacturers' Association.

The Executive Sessions of the American Hardware Manufacturers' Association will be open only to members of the Association and their accredited representatives, and admission to such sessions will be regulated by cards to be issued by its Credentials Committee, which will be in session for this purpose at the Association's Headquarters in the Homestead Hotel during the convention period.

These cards will be issued in the name of the delegate; will not be transferable; and will be required to be shown at the door of the Convention Hall.

All delegates will be recognized to speak on any question which is under discussion—each speaker to be limited to five minutes, except by pre-arrangement.

Under the order of "New Business," members are requested to suggest or present any question for present or future discussion.

EXECUTIVE—FOR JOBBERS ONLY.

Meeting called to order promptly at 10:00 a. m. in Breakfast Room of the New Homestead Hotel.

Reading of minutes of 1905 convention.

Annual report of the president.

Report of secretary-treasurer.

Report of transportation committee.

Report of press committee.

Report of grievance committee.

Report of manufacturers' committee.

Report of membership committee.

Report of supply committee.

Report of metal committee.

Report of special committees.

Report of executive committee, read by O. B. Barker, Lynchburg, Va.

Appointment of special committees.

Communications.

Miscellaneous business.

Discussion of executive committee's report—Each speaker limited to five minutes.

Opening of Question Box—General discussion.

All delegates earnestly requested to attend this session and to remain in the Convention Hall until adjournment.

AFTERNOON SESSION.

TUESDAY, JUNE 12, 1906.

Convention Hall, New Homestead Ball Room.

Delegates and visitors will please assemble promptly at 2:30 p. m. The manufacturers, their representatives and the ladies are cordially invited to this session.

Meeting called to order by C. W. Asbury, Vice-President American Hardware Manufacturers' Association.

Prayer—Rev. Dr. J. G. Scott, Hot Springs, Va.

Chorus—"America."

Address of welcome by the president, S. H. J. A.—F. P. Dunlop.

Response—By a member of the American Hardware Manufacturers' Association.

Welcome to Hot Springs—J. T. McAllister, Hot Springs, Va.

Address—Good Fellowship—G. S. Gillman, Belfont Iron Works Co. Ironton, O.

Report of reception committee—Irby Bennett, chairman.

Introduction of new members, visitors and guests.

Impromptu addresses.

Informal reception of manufacturers, jobbers and their representatives.

EVENING.

TUESDAY, JUNE 12, 1906.

Entertainment features to be announced.

MORNING SESSION.

WEDNESDAY, JUNE 13, 1906.

EXECUTIVE SESSION.

10:00 a. m.—Strictly executive, and open only to members of the American Hardware Manufacturers' Association and their accredited representatives.

Reports of Committees and Discussions.

EXECUTIVE—FOR JOBBERS' ONLY.

Meeting called to order promptly at 9:30 a. m. in the Breakfast Room of the New Homestead Hotel.

Roll call.

Increased Expenses Demand Increased Profits.

Open discussion. Each speaker limited to five minutes.

Discussion of executive committee's report.

Trade Courtesies Due a Competitor.—H. M. Price, Mobile, Ala. H. M. Price & Co.

Open discussion. Each speaker limited to five minutes.

Opening of Question Box.

General discussion.

AFTERNOON SESSION.

WEDNESDAY, JUNE 13, 1906.

Joint session of jobbers, manufacturers and their representatives, the Southern Hardware Jobbers' Association being the guests of the American Hardware Manufacturers' Association.

Open only to accredited members of both associations and invited guests.

Convention Hall, New Homestead Ball Room.

Meeting called to order promptly at 2:30 p. m.

The Effects of Quantity Differentials.

Discussion opened for the S. H. J. A. by W. W. Webber, Ft. Smith, Ark., Webber-Ayres Hardware Co.

Discussion opened for the A. H. M. A.

Open discussion. Each speaker limited to five minutes.

Uniform Freight Classification.

General discussion—By both manufacturers and jobbers.

EVENING.

WEDNESDAY, JUNE 13, 1906.

Entertainment features to be announced.

MORNING SESSION.

THURSDAY, JUNE 14, 1906.

Strictly executive, and open only to members of the American Hardware Manufacturers' Association and their accredited representatives.

Communications.

Unfinished business.

New business.

Adjournment.

EXECUTIVE—FOR JOBBERS ONLY.

Meeting called to order promptly at 9:30 a. m. in the Breakfast Room of the New Homestead Hotel.

Discussion of committee reports.

Best Methods of Posting Travelling Men.—W. L. Sanford, Sherman, Texas, Roberts, Sanford & Taylor Co.

Open discussion. Each speaker limited to five minutes.

Advantages and Disadvantages of Direct Shipments.—F. L. Scott, Paducah, Ky., Scott Hardware Co.

Open discussion. Each speaker limited to five minutes.

Backbone—An Essential Element.

Open discussion. Each speaker limited to five minutes.

Opening of question box.

General discussion.

AFTERNOON SESSION.

THURSDAY, JUNE 14, 1906.

General session.

Convention Hall, Ball Room, New Homestead Hotel.

Meeting called to order promptly at 2:30 p. m.

Integrity of Contracts.

Discussion opened for the A. H. M. A. by Alfred Lang, Pittsburgh, Pa., Garland Nut & Rivet Co.

Discussion opened for the S. H. J. A. by Chas. H. Ireland, Greensboro, N. C., Odell Hardware Co.

Open discussion. Each speaker limited to five minutes.

Address—E. M. Bush, Evansville, Ind., President National Retail Hardware Association.

Address—The Best Business in the World—James H. Kennedy, N. Y., Editor *Hardware Dealers' Magazine*.

Opening of Question Box.

General discussion.

EVENING.

THURSDAY, JUNE 14, 1906.

Entertainment features to be announced.

MORNING SESSION.

FRIDAY, JUNE 15, 1906.

10:00 a. m.—Meeting of the executive committee of the American Hardware Manufacturers' Association.

EXECUTIVE—FOR JOBBERS ONLY.

Meeting called to order promptly at 9:30 a. m. in the Breakfast Room of the New Homestead Hotel.

Unfinished business.

Miscellaneous Business.

General discussion.

Report of special committees.

Election of officers.

Selection of place for next annual convention.

Adjournment.

AFTERNOON AND EVENING.

FRIDAY, JUNE 15, 1906.

Entertainment features to be supplied by reception committee.

VIRGINIA HOT SPRINGS HOTELS.

Sixteenth Annual Convention of the
SOUTHERN HARDWARE JOBBERS' ASSOCIATION.
and Tenth Semi-Annual Convention of the
AMERICAN HARDWARE MANUFACTURERS'
ASSOCIATION.

June 12th, 13th, 14th and 15th, 1906.

NEW HOMESTEAD HOTEL AND COTTAGES.

Official Headquarters of both Associations.

Single room, American plan, without bath, two in room, \$3.50 per day each.

Single room, American plan, without bath, one in room, \$4.00 per day each.

Single room, American plan, with bath, two in room, \$4.50 per day each.

Single room, American plan, with bath, one in room, \$6.00 per day each.

HOTEL ALPIN.

(Within five minutes walk of the New Homestead.)

Single room, American plan, without bath, \$2.50 per day each.

Single room, American plan, with bath, \$3.50 per day each.

Engagements of room will be made in the order in which reservations are received, and every possible effort will be made to give everybody satisfactory service.

All Reservations To Be Made Direct With The Hotels.

RAILROAD RATES.

From Southeastern Points.

RATES.

One first-class fare plus 25 cents for the round trip (minimum rate 50 cents) from all points in territory south of the Ohio and Potomac and east of the Mississippi rivers. The 25 cents included in the rate to be reported to the Chesapeake & Ohio Railroad.

The above rate under conditions named is respectfully tendered to connecting lines for basing purposes.

Going, tickets will be effective from starting point June 8 to 14, and will be good returning—without extension privilege—until June 19.

EXTENSION OF FINAL LIMIT.

Original purchasers of tickets may secure an extension of final limit to July 3 by personally depositing their tickets with Ticket Agent at Hot Springs upon payment of 50 cents at the time of deposit.

From Points Outside the Southeastern Passenger Association.

To those who attend the Convention coming from points outside the Southeastern Passenger Association, the various passenger associations have granted a rate of one and one-third fare, plus 25 cents, for the round trip; full fare going and one-third fare, plus 25 cents, returning, called the Certificate Plan Reduction.

To secure this rate certain steps must be taken, which are as follows:

When purchasing your tickets from starting point to Hot Springs, at the same time you ask for the regular one-way ticket, for which you pay the regular tariff rate, instruct the ticket agent to give you a certificate, properly filled out and signed. You will please turn this certificate over to the railroad secretary at the first opportunity upon your arrival, in order that it may be properly endorsed, when it will be returned to you. By presenting certificate to the ticket agent at Hot Springs, he will give you a return ticket to the point from which you started, at one-third regular fare, but under no consideration will reduction be allowed until you have a certificate, and it properly endorsed.

The reduction on this certificate plan will be effective from starting point June 8 to 14, and will be good to return until June 19.

It will be observed that from all points east of the Mississippi River and south of the Ohio River and Washington, the round trip rate will be ONE FARE, plus 25 cents, while from all other sections the rate will be ONE AND ONE-THIRD FARE for the round trip, plus 25 cents.

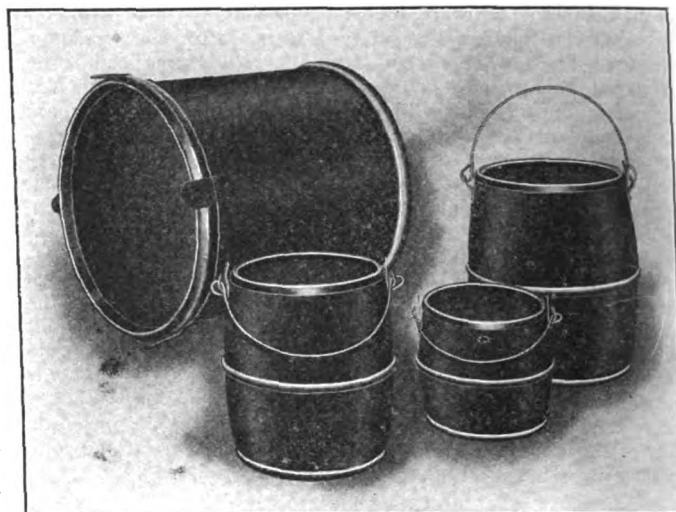
It will probably be less expensive for those who live near the boundary line to purchase a local ticket to terminal points, and from there secure the round trip ticket.



The New York Office of the Merchant & Evans Company, Tin Plates, Metals, Sheet Iron, Corrugated Leader and Gutter, Solder, General Tinner's Supplies, etc., has been removed to 224-226 Pearl Street, near Burling Slip. This location is in the center of the metal trade, and the facilities are such as to insure prompt deliveries. Large stocks in warehouses in New York and Brooklyn, and close connection with the Philadelphia works, permit prompt mill shipments.

AMERICAN STEEL LEAD KEGS.

American Can Co., of New York, Chicago, and San Francisco, are the manufacturers of the American Steel Lead Kegs, which possess several practical advantages over the old-fashioned keg. Dealers will be able to get a better price for steel kegs than for wooden ones, because better lead and more lead is taken from the steel keg than from the wooden one. Good lead has a definite proportion of oil. It must retain that oil to remain as good as it was made, because a wooden keg absorbs a great deal of this



AMERICAN STEEL LEAD KEGS.

oil, but the American Steel Keg cannot, because the steel keg has a patent friction top, which fits very tightly and excludes the air, which dries the lead or causes it to "skin." There is no loss from "skinned" or dry lead; the keg may be opened and a little lead removed, and the keg closed again practically air tight. The inside of the keg being smooth, it can be scraped and every ounce of lead used. Then again, fire hazard is practically eliminated where the American Steel Keg is used. A wooden, oil-soaked keg is good food for fire, and the American Steel cannot burn. Fire insurance on a stock of lead in steel kegs should cost much less than in wooden ones, because oil cannot soak through steel kegs. The American Steel Kegs are made in four popular sizes, calculated to hold 12½, 25, 50 and 100 pounds. The manufacturers are urged to send the company their schedule of sizes and quantities, and to permit them to quote a price to them.

HOW TO SECURE FOREIGN TRADE.

AMERICAN AGENTS PREFERABLE FOR AMERICAN PRODUCTS.

Consul Harris, of Mannheim, Germany, furnishes some valuable facts and suggestions on how to obtain foreign trade. The consul claims that American salesmen who handle their own goods are more successful in securing customers than are foreign salesmen engaged in handling American goods. He says:

Any man who will make a study of the organization and methods in Europe of other great concerns whose goods are found in every available market will best learn how foreign trade is secured. At the threshold of such study he will see that the methods employed are the ordinary American methods fitted to slightly different conditions. He is apt to hear the view from the foreigner who would handle American products that conditions in Germany are wholly different from those in the United States, and that as the German understands these best he can best sell American goods here. The American manufacturer, on the other hand, is sometimes led to believe that an indifferent salesman who is able to speak German is quite fitted for the German trade. Experience has not confirmed either view.

An American of much experience at the foreign sales department of a large American agricultural machinery concern, with a good trade in all parts of the world, gives it as his experience that American salesmen succeed best with the machinery of his concern—much better than foreign agents. It is no reflection on the foreign salesman to say that he has his own preconceived notions of how machinery should be sold, that these notions are not easily changed, and that they seem not to fit themselves readily to the American mower and harvester and to other branches of American trade.

One needs but to attend any of the large agricultural fairs in a foreign country to see how much more at home with American machinery are American agents than are the foreign agents. An American salesman yielding his bed at a crowded hotel in Germany to a writer who reported the matter to the papers, with the explanation that in certain parts of his territory he was in the habit of sleeping out doors on the platform of a harvester and would not miss his bed, gave in his explanation a partial clue to why the American agent is superior.

RECENT TRADE PUBLICATIONS.

INDEPENDENT REGISTER Co., Cleveland, Ohio, are distributing to the trade their catalogue and price list for 1906 of Independent Semi-Steel Registers, Ventilators, Borders and Fences. The contents include Registers in Moorish and Independent Designs; Square Convex, Circular Top Convex and Independent Deflecting Wall Registers, Independent Box Frames or Wall Borders, Independent Iron Register Boxes, etc. The catalogue is very attractively gotten up, printed on coated paper and with fine half-tone engravings, and deserves a wide distribution.

GREYSTONE MFG. Co., Greystone, Conn., have recently issued a new catalogue devoted to Key Chains, with Patent Hanger to display same, Key Rings, Snaps, Dog Chains, Dog Couplers, Kennel Chains and Trunk Hardware, list prices accompanying each line. The company state: "We are this year bringing out many new things in the 'Greystone' line, as well as continuing those that have already become popular, all of which we invite your attention to in the following illustrated price list." They are also manufacturers of a complete line of Small Coil Chains, Sporting Goods and Hardware of all kinds.

MERIDEN CUTLERY Co., Meriden, Conn., are distributing a booklet illustrating some samples of their line of Fine Table Cutlery made especially for family use under the name of the "Anvil Brand." Special attention is called to their Pearl-handled Knives with sterling silver trimmings, as well as to single pieces suitable for wedding presents, such as Berry Spoons, Orange Spoons, Cream Ladles, Sugar Shells, Oyster Forks, Pickle Forks, Orange Knives, Pie Knives, Cheese Scoops, Corkscrews, etc. Packed in satin-lined boxes they are specially attractive and also moderate in price.

MARK MFG. Co., Chicago, Ill., with general offices in the First National Bank Building, and mills in Chicago and Zanesville, Ohio, have presented us with their Catalogue No. 9 of Wrought Nipples, Couplings, "Navalite" Conduit Pipe for Electrical Wiring, Drive Well Points, Irrigation Strainers, Artesian Well Cylinders, Working Barrels, Irrigating and Pump Cylinders, Check Valves, Well Seals, Ball Valves, Rod Couplings, Pipe Strainers, Drive Shoes, Tool Couplings, Box Heads, Tank Floats, Earth Augers, Sand Pumps and Drills, Valve Grabs, Pipe Pullers, Artesian Cup Leathers, Leather Washers, Pipe Cutters, Pipe Vises, Melting Ladles, Pipe Benders, Oilers, Lathe Dogs, Carriage Clamps, Emery Wheel Dressers, Rowlocks, etc. The catalogue will be found a seasonable one and should be sent for.

TRIMONT MFG. Co., 15-27 Amory Street, Roxbury, Mass., have favored us with their revised catalogue for 1906 of "Trimo" Tools, in which a view is given of their building occupied by their main offices, grinding, polishing, assembling, testing, packing, and shipping departments, a rear view of their plant, and interior views of their machine and drop forge shops. Illustrations are also given of their "Trimo" Pipe Wrench and parts, Bull Dog Chain Wrench, Pipe Cutter and parts, Monkey Wrench and parts, Giant Chain Pipe Wrench, Special Narrow Jaw Wrench and Basin Wrench. We have also received from this company a Report of Mechanical Tests made with the United States Testing Machine at Watertown Arsenal, Mass. by the Ordnance Department between three sizes of the "Trimo" Monkey Wrench and the corresponding sizes of the next best.

BUTTERFIELD & Co., Derby Line, Vt., and Rock Island, Province of Quebec, Canada, are sending out their 1906 catalogue devoted to Screw Plates, Taps, Dies and Reamers. Included in the contents will be found Blacksmiths' Taper Taps, Stocks and Dies, Bicycle Repairer Screw Plates, Collet Tap Wrenches, Reece's New Screw Plates, Screw Plates for Bicycles, Round Adjustable Dies, Pump Stocks and Dies, Tap and Reamer Wrenches, Solid Tap Wrenches, Countersinks, Centre Reamers, Hand Taps, Tap Drills, Machine or Nut Taps, Stove Bolt, Bit Brace, Straight and Taper Boiler Taps, Tapper Taps, Stay Bolt, Pulley, Screw Machine, Long and Short Hob Taps, Mixer's Gummer Plates, Taper Reamers for Bit Braces, etc. This catalogue is gotten up in an exceedingly artistic manner, and will prove a valuable one to the dealer.

IDEAL REGISTER AND METALLIC FURNITURE Co., 14th & Kirby Avenues, Detroit, Mich., have published an exceedingly attractive catalogue of their "Ideal" line, which includes Combination Costumer and Toilet Mirrors, Hat and Coat Racks, Hall Trees, Cafe or Consorial Racks, Wall Mirrors, Barbers' Mirrors, Hand Glasses, Shaving Stands, Umbrella Stands, Towel and Column Racks. These are made in a variety of the most artistic designs. The catalogue will be sent upon request, and will be found of interest.

WILCOX, CRITTENDEN & Co., Inc., Middletown, Conn., are sending out a booklet describing and illustrating their line of Special Fittings for Launches and Motor Boats, which includes Galvanized Steel Rudders and Skags, Spray Hook Attachments and Sockets, Galvanized Tiller Chain, "Pig Tail" Hooks for Launch Curtains, Curtain Toggle, Drop Forged Socket Row Locks, Connecting Links, Launch Steering Wheels, Ely's Patent Deck Plates and the "Nutmeg" Portable Bilge Pump for Launches. This is a very timely booklet, and will prove of interest to those contemplating purchases of the kind.

WORCESTER LAWN MOWER Co., 108 Gold Street, Worcester, Mass., J. C. McCarty & Co., 10 Warren Street, New York, selling agents, have favored us with a copy of their new catalogue printed in colors, devoted to the line of Lawn Mowers of their manufacture, which includes the Worcester, Golf, Highland, Homestead, Elm Park, Green Mountain, Wizard, Commonwealth, Mount Tom, New England and Tip Top patterns. These are made both plain and ball bearing, and descriptions and list prices of each variety are given. They also illustrate the Worcester Grass Catcher and their Cone Adjustment. This is a catalogue that should be sent for by the trade.

BILLINGS & SPENCER Co., Hartford, Conn., have recently issued a handy booklet devoted to a few of the specialties manufactured by them, such as the "B. & S." Magazine Screw Driver, Billings' Knife, Combination Pen Knife and File, Improved Key Ring, Cigar Cutter and Whistle, Combination Pliers, Bicycle and Pocket Wrenches, Auto Wrenches, etc.

B. C. MILAM & SON, Frankfort, Ky., manufacturers of the genuine and original "Frankfort" and "Kentucky" Fishing Reels, have presented us with a booklet giving "some account of the nature, capabilities and manifold virtues" of their line of manufacture. A full history of these reels is included in the contents, with illustrations of their construction, and price list. Numerous testimonials are also given, as well as a reproduction of the gold medal awarded the company at the International Fisheries Exposition held in Bergen, Norway, in 1898.

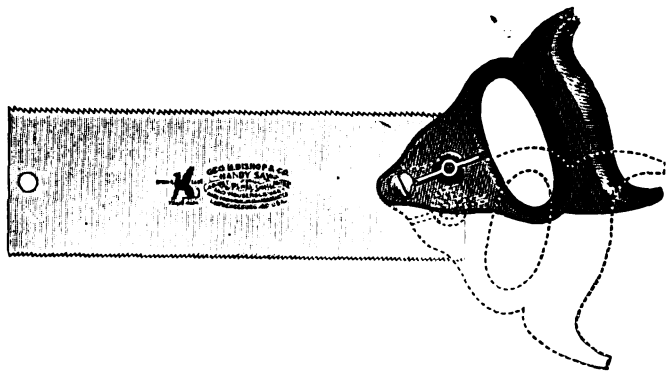
SPRAGUE ELECTRIC Co., Nos. 527-531 West Thirty-fourth Street, New York, with branches in Chicago, Baltimore, Boston, Pittsburgh and San Francisco, have issued their Catalogue No. 312 illustrating their Direct Current Fan Motors of the Swivel and Trunnion Desk Type, Telephone Booth Motors, Midget Exhaust Fans, Desk and Bracket Fan Motors of the Lundell Single Field Coil Type, Type S Ceiling Fan Motors, Alternating Current Fan Motors, and appliances for same. A telegraph code and code word index are included in the contents. This timely catalogue should be sent for.

OHIO TOOL Co., Columbus, Ohio, and Auburn, N. Y., have sent out their illustrated catalogue and price list No. 22 devoted to Iron Planes, Jointers, Carriage-Makers' and Rabbit Planes, Wood Bottom Planes, Jacks, Block Planes, Bull-Nose Rabbit Planes, Adjustable Circular and Scraper Planes, Veneer Scrapers, Scrub Planes, Car Beading Planes, Router and Floor Planes, Hand Readers, Cabinet and Box Scrapers, Iron Spoke Shaves, Recess Handle Planes, Toy Planes, German Pattern Planes, Bench Planes, Moulding and Fancy Work Planes, Fillisters, Panel Plows, Iron and Wood Bench Screws, Wood Hand Screws, Chisel Handles, Cabinet-Makers' Clamps, File, Brad-Awl, Auger and Plane Handles, Coopers' Wood and Edge Tools, Carpenters' Edge tools, Drawing Knives, Socket Firmer Chisels and Gouges, Auger Bits, etc., etc. This is a very complete and useful catalogue, and may be had for the asking.

NEW GOODS AND SPECIALTIES

THE HANDY SAW.

George H. Bishop & Co., Lawrenceburg, Ind., are the manufacturers of the Handy Saw of which we give an illustration. The saw being double-toothed, really performing the work of two saws, is placed before the trade to be sold at a moderate price. It can be made to answer readily in a useful and convenient way for panel, cabinet, miter and for household use. The handle is so constructed and attached to the blade as to allow it to be swung upon its pivot to one side or the other of

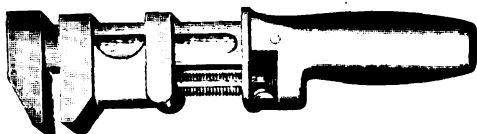


THE HANDY SAW.

the blade, and held firmly in its adjusted position for cross-cutting or rip-sawing. The blade is made of fine steel of sufficient stiffness for endurance, and is toothed on one edge for cross-cutting and on the other so it may be used for ripping. The saw is made in 6 sizes, from 8 to 18 inches in length, of warranted quality, and put up in cartons containing one third of a dozen.

BAY STATE QUICK ACTING MONKEY WRENCH.

Bay State Tool Co., No. 147 Milk Street, Boston, Mass., are the makers of the Quick Acting Monkey Wrench illustrated herewith. This wrench is noted for its simplicity of construction and its quickness and sureness of adjustment. Once ad-



BAY STATE QUICK ACTING MONKEY WRENCH.

justed it may be relied upon to stay adjusted. It does not back off as does the ordinary screw wrench, and the adjustment can only be changed intentionally. It has a wider opening, at least a quarter-inch more opening on the jaw than other wrenches. It is made exceptionally strong from the best drop forgings, and steel castings, and being case hardened throughout its durability is unquestioned. All parts are interchangeable and all parts fully guaranteed. It is made in three sizes: 8, 10 and 12 inch, with an opening on the jaw respectively of 1½, 2 and 2½ inches.

BAY STATE RATCHET WRENCH.

Tudor Mfg. Co., No. 147 Milk Street, Boston, Mass., are putting on the market as a part of the Bay State line of quick-acting small tools a Ratchet Wrench adapted for various purposes.



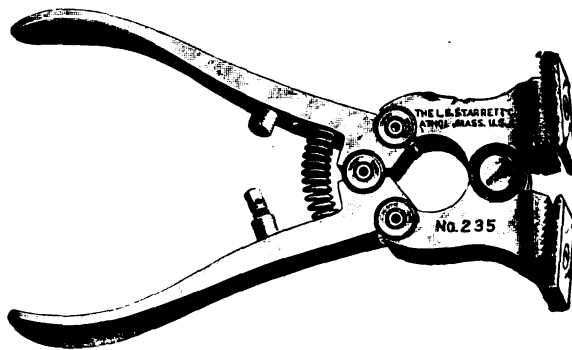
BAY STATE RATCHET WRENCH.

The opening of the wrench is in a cylindrical part, having upon its circumference a ratchet forming a cylindrical rack. In a recess of the wrench is a spring pawl containing from five to ten

ratchet teeth, according to size, all of which engage the cylindrical part during the forward motion of the wrench, but permit the wrench to operate freely in the reverse direction. This feature renders the wrench useful for many purposes, obviating the necessity of removing it from a nut or bolt head while working. The Bay State Ratchet Wrench shown in the illustration is designed for general use, and is manufactured in 15 sizes to take standard hexagonal cap screws from ¼ to 1½ inches. This type of wrench is also made as an automobile ratchet tire lug wrench, in four sizes to fit lugs ½, 9-16, 5⁄8 and ¾ inch, and as a line-man's cross-arm ratchet wrench.

STARRETT'S TILE CUT-NIPPER.

L. S. Starrett Co., Athol, Mass., are making an addition to their special tools for various trades, a Tile Cut-Nipper, which is manufactured in deference to the expressed want of the workers in that industry. These Nippers are made the same as their No. 1 Cut-Nipper, except that the frames are cut out to allow the



STARRETT'S TILE CUT-NIPPER.

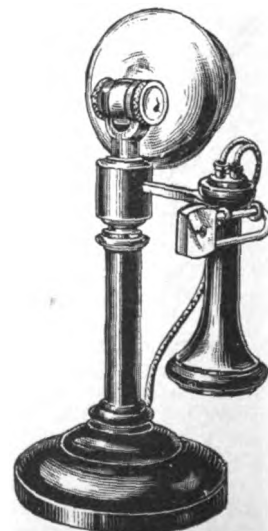
jaws to be adjusted for wide opening, as illustrated in the accompanying cut, thus fitting them to be used for cutting tile, for which purpose they are highly recommended by many tile workers who are now using them. The jaws can be easily replaced when necessary. These Nippers are made in two sizes: 5½ inch and 7 inch.

THE 'PHONE LOCK.

Business Utilities Co., No. 54 Warren Street, New York, are placing on the market the 'Phone Lock which the accompanying cut illustrates understandingly. It is a 'Phone Lock that has in a very many cases been greatly needed, and the use of which prevents the telephone being used by unauthorized persons at



THE 'PHONE LOCK.



APPLICATION TO TELEPHONE.

all times both on local, and especially long distance calls, which, whether the service be limited or unlimited, is a great saving. The device consists of a nickel-plated lock with rubber-covered

shackle, which prevents the marring of the woodwork or the nickel on the telephone. The method of its use is shown in the cut. The lock is closed automatically, and it opens with a key. Two keys are furnished with each lock, there being sixty changes of key. It is placed on the market to be sold at a moderate price. The 'Phone Lock is put up so it can be well displayed in a small window space, on top of or in a showcase on a shelf. Inquiries resulting from the general advertising being done by a concern are referred by the manufacturers to the nearest dealer carrying a supply of locks.

THE KITCHEN KUMFURT.

The Lasher Mfg. Co., No. 117 Perry Street, Davenport, Iowa, are introducing to the Hardware and housefurnishing goods trades a kitchen utility under the name of "Kitchen Kumfurt," that is, a Plate, Pan, Kettle and Sink Scraper Combined, which quickly and effectually cleans off all grease and refuse from the



THE KITCHEN KUMFURT.

dishes and pans before washing, thereby greatly facilitating the operation and making the dish-washing less of a task to accomplish. Used as a Sink Cleaner, it readily prevents greasy refuse from reaching the drain and making the plumber's presence a necessity. It is constructed in a sanitary manner of specially prepared rubber that will not scratch the finest china. The scrapers are mounted on display cards for the trade, and are designed to be marketed for 10 cents each.

NEW FAVORITE WASHER.

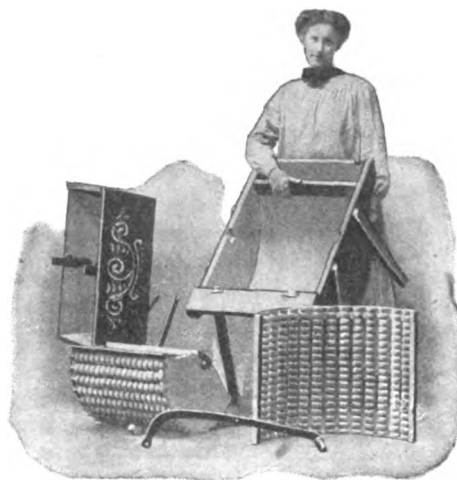
R. M. Ball, Muncie, Ind., is the manufacturer of the New Favorite Washer which we illustrate in the cuts accompanying



NEW FAVORITE WASHER.

this article. In Fig. 1 is represented the Washer closed as if filled with clothes and ready to be made useful. In Fig. 2 is exhibited the internal construction of the Washer, which affords a view of the rubbers made of white wood, on which the clothes are rubbed, the handle oscillating over a set of similar rubbers which are fixed in the concave bottom of the tub. The clothes are submerged in warm soapsuds during the operation, and there is no turning or pounding; just an even, gentle pressure of the rubbers rubbing away on both sides of the clothes, which rub at every forward and backward motion of the lever. The action of these two sets of rubbers rubs the dirt out of the clothes in a natural, easy, simple, sensible way without wear and tear on the garment. Also in Fig. 2 the cut shows the New Favorite Washer taken apart, cleaned and ready to be put away until next wash-day. This is a very simple operation, and does not require the use of a single tool, the heaviest part of the machine proper weighing 25 pounds, being carried by the woman as in the illus-

tration. The sides of the machine are made of one solid board of white wood thoroughly kiln-dried, and will not stain the clothes. The top or cover is made of the same material. The

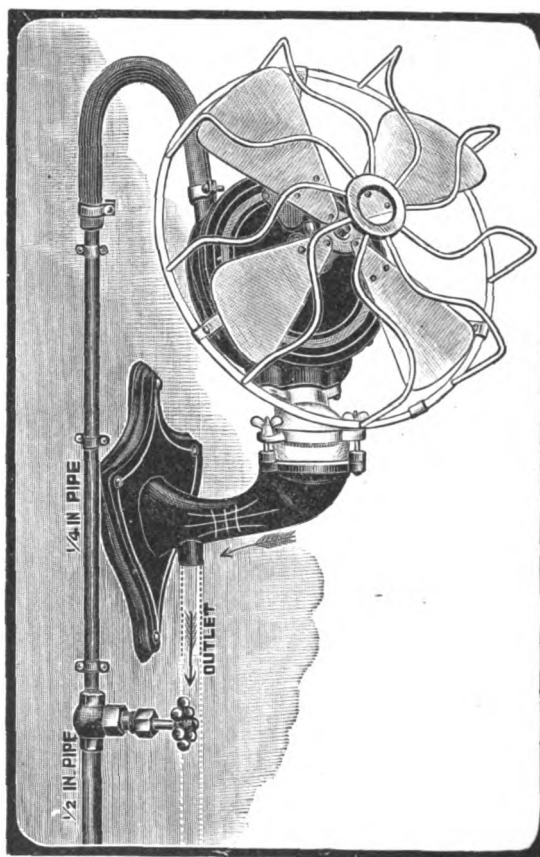


THE WASHER TAKEN APART TO PUT AWAY.

bottom is lined with galvanized steel. The machine is light in weight, and easy to take apart in cleaning.

DECORATED "POLAR" BRACKET FAN.

A. Rosenberg Motor & Mfg. Co., Baltimore, Md., are the manufacturers of the Decorated "Polar" Bracket Fan which is shown in the accompanying illustration. It shows the 12-inch and 16-inch Adjustable, which is driven by the water supply in ordinary house pipes. It is adjustable in every way possible while running, enabling air to be thrown in any direction tilted



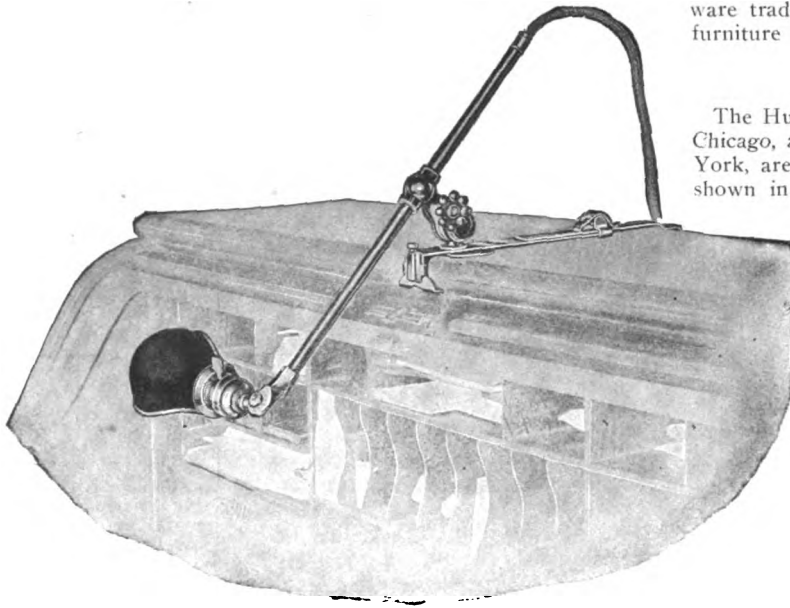
DECORATED "POLAR" BRACKET FAN.

up or down. It uses from 6 to 10 cubic feet of water per hour, having a half-inch supply pipe and three-quarter inch outlet pipe. The same motor can be used for power purposes.

NEW STRAP-CLAMP DESK FIXTURE.

In a recent issue we took occasion to call the attention of our readers to the Roll-top Desk specialties manufactured by The O. C. White Company, Worcester, Mass. We now call attention to one of their most recent productions for direct attachment to a roll-top desk, which we illustrate in this article, their New

Strap-Clamp Desk Fixture No. 2M, which brings the light directly over the work, eliminating all shadows and glare, and securing a perfect lighting effect with a low-candle lamp. It is claimed the cost of current with this fixture is decreased nearly one half. Its strap parts are of steel, its joints of japanned iron and finished gun-metal, and its lamp arm of heavy brass tubing the whole being finely plated and finished. It is attachable to all widths and thicknesses of desk tops, and can be clamped se-

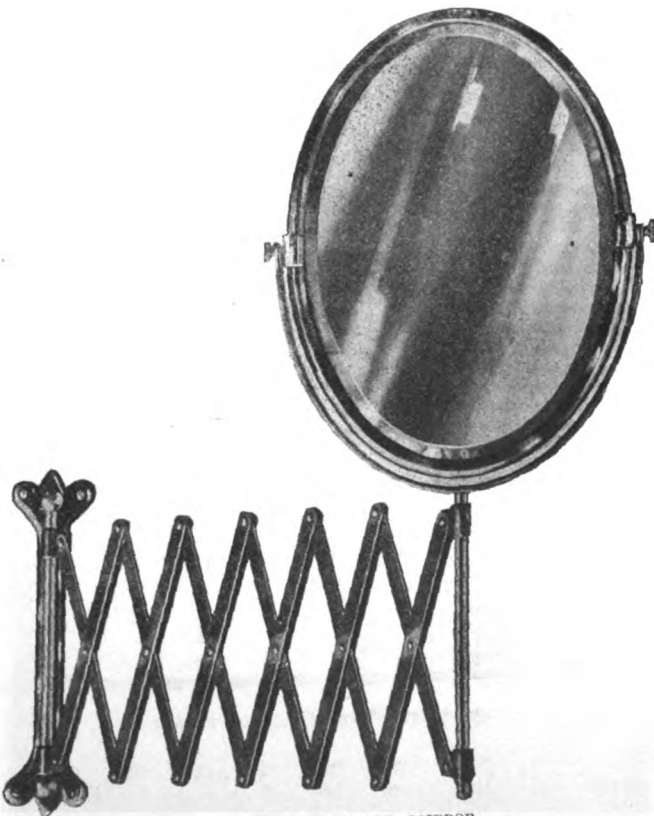


NEW STRAP-CLAMP DESK FIXTURE.

curely in place in a moment, or as quickly removed without the use of tools. It has a standard wrist-joint at the end of desk arm, which gives free angular adjustment to the lamp. The unrestricted range of adjustability and the facility and firmness of attachment make this lamp possess undoubted selling merits.

EXTENSION ARM WALL MIRROR.

Ideal Register and Metallic Furniture Co., Detroit, Mich., are manufacturing a line of metallic furniture in which are included a number of ornamental articles in which utility is plainly in



EXTENSION ARM WALL MIRROR.

evidence; among which may be mentioned the Extension Arm Wall Mirror, of which we present an illustration herewith. It has a hinged bracket plate 12 inches in height, with an extension arm that is adjustable from 7 to 48 inches in length, and which can be swung against the wall on either side of the bracket plate. The mirror is oval, of bevel plate 10 by 14 inches,

and with a backing of three-ply veneer. Oxydized copper or nickel-plate finish are furnished at the option of the purchaser. In referring to this article, the company state that its strength and handsome appearance as well as its many adjustments make it a desirable store fixture, and an especially convenient article for the bathroom or toilet room. It is spoken of as one of the most popular articles that they have ever manufactured, and which is meeting with large demand on the part of the Hardware trade throughout the United States, as well as from the furniture trade.

"LITTLE GIANT" FLOOR SCRAPER.

The Hurley Machine Co., Nos. 153-159 South Jefferson Street, Chicago, and an Eastern office No. 1010 Flatiron Building, New York, are placing on the market the Little Giant Floor Scraper shown in the accompanying illustration, which is designed for

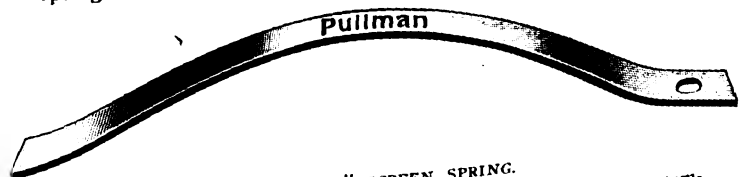


"LITTLE GIANT" FLOOR SCRAPER.

surfacing hard wood floors, and it is claimed can be successfully used on oak, maple, birch, yellow pine, beech and parquet floors. The knife being attached to the front of the frame of the machine enables the operator to get in all corners and up to the baseboard, thus obviating the surfacing of any part of the floor by hand. The machine consists of a solid steel roller with a shaft running through its center, upon which is supported a cast steel frame. The bearings are of bronze, and two springs on either side interposed between them and the frame enable the operator to tilt the knife to either side without the necessity of tilting the entire machine. The knife, which is slightly convex, thus preventing the scratching of floors with its corners, is bolted to the front of the frame and is adjustable, and when the machine is in position is raised $\frac{1}{8}$ inch from the floor. Two small wheels adjusted to the frame in the rear of the roller serve as a balance for the former. The handle is likewise adjustable, and can be shortened for use in small rooms where it would be inconvenient to operate with the handle at its full length. The small balance wheels as well as the roller have rubber tires, offering ample protection to the floors.

"PULLMAN" SCREEN SPRING.

Pullman Manufacturing Co., Rochester, N. Y., are offering the spring for sliding window screens, of which we give an illustration.



"PULLMAN" SCREEN SPRING.

It is a high-grade flat spring made from best quality tempered Bessemer steel, and is 5 inches long and $\frac{1}{4}$ inch in width. They are designed to be placed out of sight in the side of screens, where they furnish sufficient friction to hold them at any desired point, but still permitting the screen to be freely and readily moved. It is explained that one or two springs may be used as desired, but that one is sufficient for small screens.

OUR BRITISH LETTER.

THE I. F. A. CONFERENCE IN LONDON.

The Annual Conference of delegates of the Ironmongers' Associations which are included in the federation known as the Ironmongers' Federated Association, has just been held in London. The sittings of the assembly, together with other functions held in connection with it, lasted over three days, and was undoubtedly one of the most successful gatherings of retail Hardware tradesmen ever held in this country. As I have frequently mentioned in my monthly letters, the association movement in Great Britain has been gradually developing, until its ramifications reach to all parts of England and Wales—so far associations based upon the same constitution have not reached either Ireland or Scotland. The meetings consisted of ironmongers from all parts of the country; both in towns and rural districts being fully represented. The conference opened on May 9, Charles Parsons, the president, welcoming the members and delegates in the fine old hall belonging to the ancient guild of the Worshipful Company of Ironmongers. The minutes of the last conference, which was held at Bristol in May, 1905, having been confirmed, Secretary Smith presented his annual report, which contained a resume of the chief matters which have been under discussion during the year, both by the Central Board and the different local associations; and gave a review of the work done and the objects achieved. The treasurer's report, which was very satisfactory, was next presented. The conference then proceeded with the election of president, vice-president, treasurer and secretary; the existing officers being all re-elected. The method of election of members to the Central Board has given rise to some controversy during the last few months, and a discussion arose as to the best methods of proceeding, in order that the best representation possible might be attained.* The necessity for urging the Government to appoint a Minister of Commerce having been discussed, a resolution, "That such an officer is absolutely necessary, in order that commercial undertakings, both at home and abroad, may be more closely watched than they can be under existing circumstances," was carried. The business of the first day having been brought to a close, the members adjourned. In the evening a reception was held and a very interesting social gathering took place in the Hotel Russell, under the auspices of the president and members of the London Ironmongers' Association.

THE SECOND DAY: BUSINESS AND THE ANNUAL DINNER.

On Thursday, May 10, the conference was resumed in the morning, and President Parsons delivered his presidential address, in which he reviewed the present position of ironmongers' associations. He pointed out their growth and development, and urged the members to still further advancement in order that their trade might be safeguarded and their interests bettered. The General Secretary, R. H. Smith, then made an announcement of the results of the examinations of assistants, which were held in London recently. The report of the examiners was very satisfactory, thirty-one assistants out of the thirty-three who presented themselves, having qualified for the I. F. A. certificates. Some discussion arose as to the desirability of instituting local preliminary examinations. One of the most important matters brought up for the consideration of the conference was the suggested incorporation of the I. F. A. Mr. L. A. L. North, the Hon. Solicitor to the Federation, in an able paper pointed out the advantages of incorporation of the Federation would be improved by a charter being obtained.** The report of the Committee appointed at the Bristol Conference to complete the In Accord list was given by R. B. Browne, of Liverpool, who announced the addition of a number of well-known firms who were willing to fall in with the views of trading laid down as principles which should be accepted by manufacturers in their dealings with retail ironmongers.*** The increased amount of municipal trading which has taken place during recent years gave rise to an animated discussion upon the position of retailers, and it was ultimately decided to adopt the following resolution: "That municipalities should not deal in, and sell to the public,

articles or commodities which can be distributed equally as well by the shop-keeper, who is the rate-payer in the district."

PRICE MAINTENANCE QUESTIONS.

Perhaps one of the most advanced suggestions brought forward in connection with the general adoption of price maintenance principles was that promulgated by W. Clarke, a North Wales ironmonger, who, together with many other ironmongers in North Wales, is of the opinion that price maintenance should be strictly carried out by manufacturers of implements and machines. The position of implement agents in Great Britain is just now in a very unsatisfactory condition owing to the price-cutting of harvesting machinery which has been going on. Complaints are made that cut prices have been advertised largely by makers and some dealers educating the public, not only in the prices which implement dealers are now forced to sell at, but also in the prices they pay the manufacturers. It is claimed that the profit margin is below a living profit, and that the only likely way to bring about better results is by some powerful organization taking up the matter. The ironmongers of North Wales are large retailers of implements, and as the Branch Associations in that district are very strong, the conference considered the matter in all its bearings, ultimately deciding to approach the manufacturers on the subject. The president of the I. F. A. has recently taken great interest in the movement to alter the present bankruptcy laws, and to prevent debenture holders from having a covering charge, to the exclusion of what is considered to be the rights of creditors. Resolutions were therefore adopted by the conference, drawing the attention of the Government to the urgent need for alterations in the present laws. The inequality of rates, and especially of the charges of carriage on small consignments, by railway companies, together with other matters, were also discussed. The programme of the meetings was handled in a business-like manner by the leaders of the Conference, and carried out by the members, so many of whom had come long distances. It thus shows how keenly the ironmongers of Great Britain are alive to the evils which exist in trade matters, and that they are not slow to try remedies, by the adoption of which their position as retailers may be improved. The annual banquet held at the Hotel Russell at the close of the second day's proceedings, will ever be a memorable one, not only on account of the large attendance of ironmongers, many of whom were accompanied by their wives and daughters, but also on account of the distinguished guests who were present; the Sheriffs of the City of London greeted the banquet with their presence, but the Lord Mayor, who had promised to be present, was prevented by illness from doing so.

LADIES' DAY AND A RIVER EXCURSION.

A novel feature in connection with this year's conference was introduced; the honor of the "happy thought" being due to American forethought and enterprise. In view of the number of ladies who accompanied the delegates to London, The Bissell Carpet Sweeper Co., and The Coldwell Lawn Mower Co., both American firms of high standing in Great Britain, put their heads together and decided to inaugurate a "Ladies' Day," mapping out a very pleasurable series of visits to some of the chief features in London, the fatigue of which was minimized by luncheon and afternoon tea being included. The tour was personally conducted, and the round of the city was made in motor vehicles. Friday, May 11, was made the occasion of a very instructive river excursion to Greenwich and Woolwich, in a luxurious steamer which had been chartered for the occasion. The principal object of the visit was to explore the mysteries of Woolwich Arsenal, and to afford visitors the somewhat rare opportunity of inspecting the different processes of manufacture of guns and munitions of war which are carried out, to so large an extent, at the Government foundries and factories. Lunch at the famous "Ship" Inn at Greenwich brought to a close the annual event which is now looked forward to so keenly by ironmongers in all parts of the country, and regarded as a sitting of the "Ironmongers' Parliament," which should not be missed.

THE FURNITURE TRADE AS PRACTICED BY IRONMONGERS.

Many ironmongers are gradually developing into house furnishers, and in the large county towns where a general trade is most applicable, they are taking up the sales of household furniture, domestic machinery, and kitchen appointments to a much greater extent than formerly. Quite recently a Furniture Exhibition has been held in London, attended by a number of ironmong-

*A resolution advocating the direct representation of every local association was, however, lost on being put to the meeting. It was, however, decided to appoint committees to deal with special subjects.

**After some discussion it was decided to proceed with incorporation of time and methods being left in the hands of the Central Board.

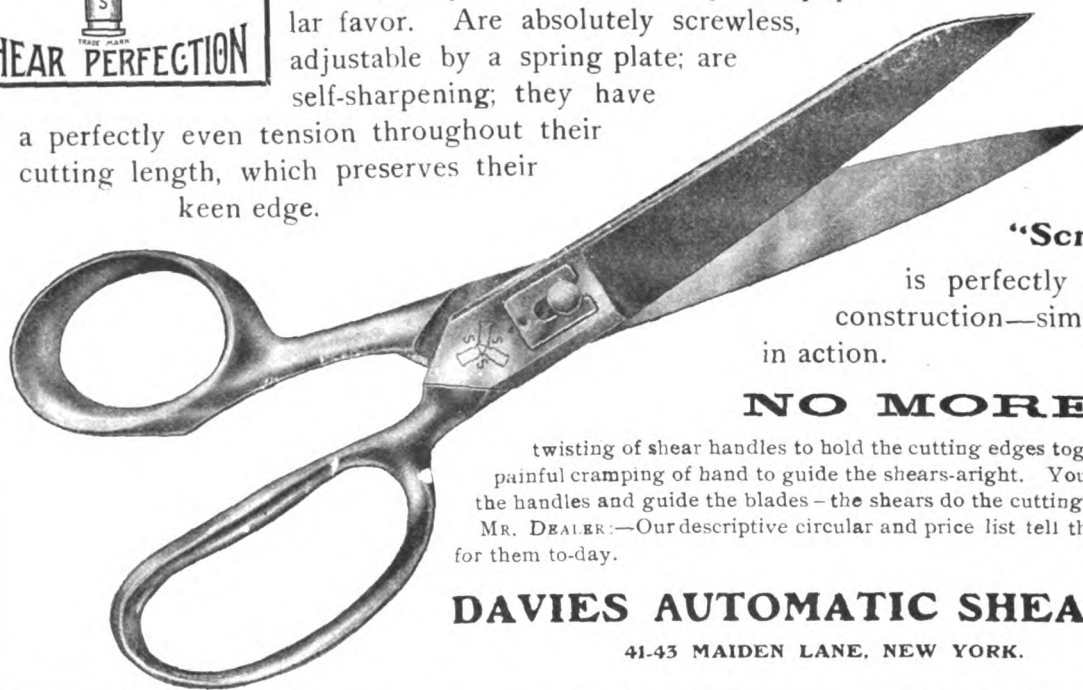
***This list was accepted by the conference as a basis to be added to from time to time. It was ordered to be circulated privately among members.



SCREWLESS SPRINGSET SHEARS AND SCISSORS

Have taken the trade by storm. By sheer force of merit they have cut their way into popular favor. Are absolutely screwless, adjustable by a spring plate; are self-sharpening; they have

a perfectly even tension throughout their cutting length, which preserves their keen edge.



The
"Screwless"

is perfectly simple in construction—simply perfect in action.

NO MORE

twisting of shear handles to hold the cutting edges together; no more painful cramping of hand to guide the shears-aright. You simply close the handles and guide the blades—the shears do the cutting automatically.

MR. DEALER:—Our descriptive circular and price list tell the rest. Write for them to-day.

DAVIES AUTOMATIC SHEAR CO.

41-43 MAIDEN LANE, NEW YORK.

ers and others engaged in the different branches of the furniture trades. Such exhibitions have been popular for some time past, and are regarded as boons by busy men who gladly seize such opportunities of inspecting the latest designs in general goods, and especially the opportunities which such exhibitions afford of comparison, as on those occasions the different styles and values of specialties made by individual makers may be examined side by side, and their values compared. The secret in success in furnishing, and especially in the furniture trade as applied to ironmongers, appears to lie in the choice of goods offered, and in the selection of suitable novelties. It is very easy to lay in a stock of unsalable goods, and to block up show-rooms, as well as to lock up capital in accumulating unsuitable articles. Therefore the utmost discretion should be exercised in buying, and the careful salesman cannot have a better opportunity of acquiring the knowledge he needs than by attending exhibitions such as those which have been inaugurated during recent years among the furnishing and Hardware trades. The exhibition to which I have referred contained not only a number of leading lines and household furniture such as suites and general goods, but also side lines and accessories, many of which are equally applicable to the Hardware and furnishing trades. A furniture window is always made attractive by a suitable supply of art goods, so many of which are now being introduced in this country. The introduction of improved library, office and hall furniture by American importers a few years ago, led to considerable development in that particular type of furniture manufacture. The use of roll-top desks and library furniture of improved types has spread considerably, one of the best known firms of importers of American goods being J. C. Plimpton & Co., of Liverpool, who have recently published a new catalogue, in which they include a pleasing selection of Sheraton tables and office furniture, as well as organs and musical instruments—all imported from the States.

GARDEN FURNITURE.

Most ironmongers are now busily engaged in the supply of garden furniture, and outdoor specialties. The beautifully made and highly decorative swing seats, chairs with awnings, and folding deck and saloon chairs which are now so extensively sold are not only an attractive stock, but their display leads to the sale of other kindred goods. The American hammocks, so many of which have been introduced in this country, are still

popular, and many British gardens and lawns are at the present time made bright by smart and well-made hammocks of American manufacture. The sale of garden furniture also includes tools and accessories, in which lawn mowers figure conspicuously. American mowers are popular, although British horticulturists take exception to the American principle of arranging the knives on the cylinder of the mower, and prefer a larger number of knives arranged at shorter distances, a plan generally adopted by makers of British pattern mowers. In order to meet this preference, several of the leading American manufacturers, notably The Coldwell Lawn Mower Co., have adopted British patterns, and in consequence, are doing good business here.

The demand for improved horticultural tools, and for labor-saving appliances is gaining ground, and the tools and implements used in gardens to-day, both by amateurs and professionals, are much in advance of those formerly employed. The Spring season has been somewhat late this year, and, consequently, the demand for Summer goods has only just commenced. The general trade of the country, although not very brisk, shows promise of improvement, and ironmongers are still busy before the season closes, they will be able to report a successful business, and to show that the present year has been up to the standard which was raised at its commencement, by those who foresaw a good business year ahead.

WARNING TO EXPORTERS.

Consul-General Listoe sends from Rotterdam, as a warning to American exporters, a copy of a postal card published in Dutch weekly *Unitas*, which card, it is declared, is being sent to France, England and the United States, by a firm at Breda, the Netherlands, calling itself "Guillaume Siehl Aine, Maison d'Importation." The postal card reads as follows:

As English goods daily become of a more important sale on our markets, I take the liberty to inform you that your articles interest me and that I am a large buyer of same.

I therefore beg to ask you kindly to supply me with your lowest offers for wholesale and I am sure that, if prices be convenient, we will come to a rather large business.

Consul-General Listoe says that the editors of *Unitas* advise persons receiving such postal cards, before entering upon business transactions, to make inquiries with reference to the financial standing of the writers and not to deliver goods until payment for same has been received.

REVIEW OF THE MARKETS.

WIRE NAILS: The demand for Wire Products is above the ordinary requirements, except from San Francisco. The ordinary requirements, except from San Francisco are not especially heavy, but the shipments from the mills attract orders are fully up to the mark. San Francisco is buying for wire nails largely, which is owing to the large number of temporary structures now in course of erection. The quotations are as follows: f.o.b. Pittsburgh, plus actual freight and cost of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers\$1.85
Carload lots to retail merchants 1.90

York. An improved demand is noticeable for Wire Nails that is encouraging. The prices for small lots from the well maintained, and are quoted on the basis of \$2.15

NAILS: A little unevenness is referred to as affecting the market for Cut Nails, a light demand making it possible in the future for carload lots. Shipments on orders under contract are as large as ever. Regular quotations are as follows: Case, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than 100 lbs, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock, New York. Iron nails at points west of Buffalo and Pittsburgh are held at 10 cents advance on Steel Cut Nails.

York. Although the market is a little affected by the scarcity of quotations on carload lots, no change has been made in jobbers' quotations, for small lots from store which are quoted at \$2.05 per keg.

BARB WIRE: The demand for Barb Wire is quite moderate from agricultural trade centres. The railroads are busy heavily, and the mills are full of their orders. The market is firmly held, with quotations as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | Painted. | Galv. |
|---|----------|--------|
| Jobbers, carload lots | \$2.00 | \$2.30 |
| Retailers, carload lots | 2.05 | 2.35 |
| Retailers, less than carload lots | 2.15 | 2.45 |

TOOTH FENCE WIRE: The nearby territory is busy with orders for immediate shipment, limited though they are. The manufacturers, anticipating that a good trade will be their share on this Fall, are contracting for their wants even this early. The quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

Jobbers, carloads\$1.70
Retailers, carloads 1.75

The foregoing prices are for base numbers, 6 to 10. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

White Sisal (500 feet to the pound) 9¼ to 9½
Standard (500 feet to the pound) 9¼ to 9½
Standard Manila (550 feet to the pound) 10½ to 10¾
Manila (600 feet to the pound) 11½ to 12
Pure Manila (650 feet to the pound) 12½ to 13
Less than car lots ¼ cent advance.

The following prices may be said to represent the market:

| | Cents per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger | 12½ to 13 |
| B Quality Manila | 11½ to 12 |
| Pure Sisal, 7-16 and larger | 9½ to 10 |
| 2 Sisal, 7-16 and larger | 8 to 8¼ |

SEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels 42 cents per gallon.
In lots of 5 barrels or more 41 cents per gallon.
The "American" brand for respective quantities, 2 cents per gallon less.
The five-barrel price applies only to deliveries of that quantity in time.
Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.
Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.
Calcutta Oil 65 cents per gallon.

MR. GLADDING VISITS THE COAST.

Our Mr. N. A. Gladding returned on Saturday, May 12th, from his recent trip to the Pacific Coast. On the day of the earthquake, April 18, Mr. Gladding was en route to Spokane,

Seattle, Portland and San Francisco, and on receiving word of the terrible calamity which befell the latter city, he hastened on to that place, arriving at Oakland Tuesday morning April 24th. On the morning of his arrival Mr. Gladding was fortunate enough to secure a pass from the Governor of California permitting him to go through the military lines of both Oakland and San Francisco, which enabled him to visit the scene of the catastrophe. Together with the Manager of our San Francisco Branch House, Mr. R. W. Neighbor, Mr. Gladding traversed the entire burned district comprising about 450 blocks. The desolation was simply indescribable and heart-breaking. It is one of those things that is absolutely beyond exaggeration. In fact the half will never be told or even realized by the sufferers themselves, let alone the people who are outside. Your readers of course, are so well acquainted with the details by this time through the accounts given in the press, that it is not necessary to go into same here.

Our Company had a Branch House at No. 21 and 23 Main Street, which was three squares from the Southern Pacific Ferry, the store being located about one half block from Market Street. It was therefore located right in the track of the conflagration in its earliest stages and the building and stock, consisting of a complete line of Atkins' circular, band, cross cut, hand and other saws, mill specialties, etc., was a complete loss, and while this was quite a sharp blow to us, yet we feel that in comparing same with the loss of thousands of others in which many of them had everything they possessed entirely wiped out, we have no reason to complain; in fact our loss is too small to talk about.

Mr. Gladding found that our San Francisco Manager, Mr. R. W. Neighbor, with his usual enterprise and push, had already located a temporary office at No. 1055 Broadway, Oakland, Cal., and was ready for business. Mr. Neighbor had sent out a card on Friday the 20th, announcing location of the office and that all orders would have prompt attention. After spending several days studying the situation it was decided to prepare still further for future business and Mr. Gladding therefore leased a warehouse at No. 862 Market Street, Oakland, which will be the temporary location of the San Francisco Branch until further notice.

We were very fortunate in securing in this room a large, well-lighted place, splendidly suited for carrying a stock of goods such as we manufacture, giving ample office room, etc. In Mr. Gladding's opinion there is no doubt about the re-building of San Francisco on a more substantial and more beautiful plan than in the past, and that the business in all lines will assume greater volume than ever before.

E. C. ATKINS & Co.
H. C. Atkins, President.

THE PITTSBURGH TRADE.

May has brought an active movement of jobbers' stocks. Always the central Spring month for amount of sales, this year is no exception and shows up a good increase over 1905. Because of the bulky character of Spring goods, shipping departments find it hard to keep up with the demands upon them, so that shipments are not so prompt as is customary. It is also difficult to keep up stocks of some items, such as poultry netting and wire cloth, which are selling heavily at present. Retailers who delay ordering until the goods are wanted immediately, find they cannot always be promptly served and should make some allowance for the conditions, as they may feel certain their jobber will do his utmost to accommodate and fill orders promptly.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

We have always considered that about the best barometer of immediate business with the retail Hardware dealer is the volume of mail orders and telephone orders, and so judging, conditions in Michigan are not far from perfect at this season of the year. Dealers are enjoying a heavier and earlier business than for several years. The numerous pick-up orders reflect the conditions of the country. The spring has been a very favorable one, no floods, enough rain, an early break-up, and good growing weather. The roads are in good condition. The writer spent one day last week on the largest improved farm in Michigan, which comprises about sixteen square miles, largely under cultivation, and was able to observe results of such a favorable season. Everything seemed at least three weeks ahead of last season 240 extra hands arrived to assist in cultivation of the sugar beets.

MORLEY BROTHERS.

FILES

Nicholson
Arcade
American

Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle

J. B. Smith
"X-F"
Gold Medal

MANUFACTURED
— BY —

NICHOLSON FILE CO.,

Providence, R. I.

THE CLEVELAND TRADE.

The prospect for good crops and a settlement of the strikes that threatened to injure business and pauperize thousands of laborers being settled, leaves the outlook promising. The farmers were never in a more prosperous condition, and business is increasing month by month. The people have money to buy and keep in repair automobiles, and this means much to those who have experience. The Executive Committee of the National Hardware Association have been in session this week in this city. St. Paul, Omaha, Philadelphia, Boston, Pittsburgh, St. Louis and Birmingham, Ala., were represented. The National Tube Co. took them out and through their works at Lorain, where they are making a thousand tons of pipe daily, winding it up with a fine lunch. This with an automobile ride over the park system, and dinner at the Union Club, given by the American Steel & Wire Co., concluded their session.

The settlement of the Longshoremen's strike permits lake transportation to proceed without interference, which is very important. The Moulders' strike has also been settled. With the millions coming to this country, work people are very scarce with no excuse for tramps. The probability of an advance in price is much greater than at any time this season, and there would be danger of a boom if the larger manufacturers would consent. We owe to their attitude the continuance of prosperity, and they will keep in touch with the business pulse, and happily are in condition to apply an antidote if they see danger. It is well to have the business and brains of the country in unison. Some new precedents are in the making by the courts, relating to liberty versus ethics. We are learning that the rights of property and individual liberty do not include the right of trespass. Congress seems to have "built better than they knew" when it passed the Sherman Act, and it was followed by legislation in the States, and now that the National and State officials have commenced prosecution, the woods are full of criminals. The passion to form combinations to fix prices seems to have been contagious, ignoring both National and State laws. Associations to improve trade methods have been useful, but when they are used against the public they become nefarious.

THE LOCKWOOD-TAYLOR HARDWARE CO.,

C. B. LOCKWOOD, Pres.

THE ST. PAUL TRADE.

We consider that business in general was never better all over this beloved country of ours than it is at the time of writing this. Our beautiful, progressive and healthful Northwest is up with the balance of the country. Every one who is able and desirous of work can get all the work desired. Wages are good and especially so for certain kinds of labor in our line. Tinners are called for every few days; \$2.50 to \$3.00 per day is offered. Steady work is promised and the demand is beyond the

supply. The crop prospects, so far, are everything that could be desired and so a good Fall trade is promised. Goods of certain classes are hard to get and if the sheet manufacturers tell the truth, we can expect a drought in that line, and, consequently, stoves, stove pipe, elbows, drip pans and such articles will be scarce. We feel that tin is abnormally high and care should be taken to unload stock and buy closely until the market steadies down. We advise the purchase of Fall goods, as these can be bought at fair price and future delivery; to our mind such purchases, if made from responsible parties, are safe and sure to result satisfactorily. A close watch on the market is desirable as the demand is so large that further advances in our line is imminent.

HACKETT, WALTHER, GATES HARDWARE CO.

T. G. Walther, Vice-President.

THE MINNEAPOLIS TRADE.

As to present business we think we can safely say that not only Hardware merchants, both wholesale and retail, but that in every other branch of commercial business, conditions are most favorable. We know, as far as we are concerned, we are very busy and talking with jobbers generally, as we have recently, they all tell the same story. The greatest trouble we are having now is the utter impossibility of getting many of the most staple goods. Goods that we need to put out over our counter from day to day. Prices are somewhat demoralizing here. There is quite a strong question whether the Minneapolis Retailers' Hardware Association will continue to exist and keep up the good work that it has been doing for the past five years. For several years there was a most energetic president who was always ready and willing whenever there was any trouble between dealers, or between the retail dealers and jobbers, to get right into the fight and whip people into line. It is a very trying position, every one is not adapted for it and the fact that the same results are not being accomplished at the present time is not intended as a reflection on the present presiding officer.

As to future business, it's a safe proposition to say that conditions will remain about as they are up to July 1st, at which time we ought to know more definitely as to the crop possibilities. We don't think that even though they should look rather bad at that time it would materially affect business generally, still it would have a depressing effect.

At present quoting from the acting President of the Chamber of Commerce, who has just returned from a general tour through Minnesota and the Dakotas, he says the conditions could hardly be more promising and doubts if they have ever been at a corresponding date. "There is everything in sight, at this time, to indicate continued activity and prosperity for all commercial lines dependent upon the Northwest's annual crop output. It is, of course, a long way to harvest, but all things encouraging have been with the country so far."

The total grain area is larger. There are some late spots in

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U. S. A.

the Red River Valley, but relative to the whole this is not important. Again quoting from a former President of the Chamber, he says: "Crops are looking fine, promise well and the general outlook is highly favorable; in Minnesota particularly there is increasing tendency towards diversification. Acreage of corn, oats and small crops are much larger than ever before and more farms are being given over every year to dairying."

All this encouraging news, with the further fact that the eighteen years the writer has been here we have never had a crop failure, or as you might say, even a suspicion of it. Of course there have been some years when the crops as a whole have not been as good as others and now and then it has been spotted, but these States could stand a bad condition successfully, for the farming country as a whole is very rich.

W. K. MORISON & Co.

THE DAVENPORT TRADE.

There is a decided improvement in the volume of business and the goods wanted are varied in character. The great bulk of sales are in general Hardware. There is already a scarcity in some lines of goods as trade has been greater than manufacturers have anticipated, and in many lines there is a decided shortage. Prices are naturally very firm under these conditions and should crops prove as large as they now promise, there cannot help but be a large demand for goods for the Fall trade and in some lines the prices may go skyward. The weather is absolutely perfect for growing crops as well as for pleasure. The mercury has not dropped below 65 night or day for several days in succession.

SICKELS, PRESTON & NUTTING Co.

THE SAN FRANCISCO TRADE.

The most important matter before San Francisco now is the restoration of trade, and to that end all available energies seem bent. We subsist, not only as a city, but as units, on our trade, and on it our daily income depends. It supplies us with money and food. Furthermore, it is not confined to this single city, which is its center, and therefore its great distributing point, but ramifies to the remotest parts of the State. Any impairment of that trade, therefore, carries more or less business languishment all over California. Therefore we owe it to the farmers, fruit and vegetable growers, country merchants and many others to restore our trade with all possible dispatch, so that the products of the farms may not go to waste for lack of the usual market, but the business of the interior proceed unchecked. As far as California trade is concerned the outlook is bright. The crops are generally promising, assuring us of excellent harvest returns, and they are not far off. In a few weeks we shall be selling our crops of 1906 and receiving fine returns for them. We have as much Pacific Ocean to the west, north and south, as many railroads to the east of us, as before the fire. Our ships and cars are still with us. We have the crops to put into them, and as soon as we can get some of the litter and rubbish cleared away from our doors so that we may go in and out, our business as a city and State will proceed as if our great earthquake-fire had not happened.

W. J. Golcher, of the firm of Clabrough, Golcher & Co., which was one of the big gun stores and prominent resorts for fly-casters of the city before the earthquake-fire disaster, and will shortly be greater than ever, has earned the gratitude of a considerable number of gentlemen sportsmen. While the fire was raging in the vicinity of the Market-Street store, Golcher made his way into the building, and saved the favorite shotguns of well-known quail and duck shots, more than 100 guns which were stored with the firm during the closed season. The majority of them were by the most celebrated European makers, and were highly prized.

E. J. Kaplan, undaunted by the fire which destroyed his sporting goods house, is making a fresh start at Market and Valencia Streets.

The State Fish Commissioner reports the fish hatcheries throughout the State in good order. The earthquake shook tens of thousands of trout out of the breeding troughs, but deputies in charge replaced large numbers of them before damage could be done.

W. W. Montague & Co. have commenced the erection of a capacious warehouse at Pine and Atlantic Streets. Besides this, this same Hardware house has leased the Kirk Iron Works in East Oakland, and will begin here the manufacture of stove pipes. Temporary locations for a number of foundries have been secured in this neighborhood.

Hon. Frank K. Mott is not only the exceedingly popular Mayor of Oakland, but the president and active manager of the Frank K. Mott Hardware Company of Oakland. He said to me this week: "The recent catastrophe at San Francisco has driven to us thousands of people who will without doubt remain here

permanently. Many are buying homes, others are building, and a large percentage of those who are renting homes here will more than likely make Oakland their home in the future. Business men of San Francisco who were burned out, and who are now located in Oakland, are building warehouses and factories here, buying property and putting up manufacturing plants. These will remain with us to a great extent. Some of the people and some of the business will in the course of time go back to San Francisco, but the present condition of increased business activity that has resulted to Oakland because of the disaster to our sister city will stay, and our condition will be marvellously better than ever before. I believe Oakland has advanced five years in the last three weeks."

Mayor Schmitz of San Francisco has received the following letter from the L. S. Starrett Co. of Athol, Mass.: "We wired you this morning to draw on us for \$1000 for benefit of suffering people of your city, which message we hereby confirm. We are thus prompted not only by a feeling that we owed a duty to suffering humanity, but especially on account of our sympathy with the many Hardware dealers in San Francisco, who have been our loyal business friends for a number of years."

Among the first of the Californians to reach home from Europe after San Francisco's calamity is Leon Sloss, who arrived May 12th after a record trip across the Atlantic and the continent. He read in the European newspapers of the harrowing details of his city's disaster, and without waiting for confirmation of the wildly exaggerated stories, he started for home with a firm determination to lend his influence in the upbuilding of the stricken city. Personally Mr. Sloss is a very heavy loser by the fire. As the head of the great Alaska Commercial Company and of all of the many Sloss interests he has been deprived of many valuable properties. In his home-coming he was joined by his brother, Joseph Sloss, who was also in Europe. Joseph is the head of the Pacific Hardware and Steel Co., formerly Miller, Sloss and Scott. This property, far out in the Western section of the city, was unharmed by the flames. Here were their offices and great warehouses crowded full of stock, and here they are now doing an enormous business at ante-disaster rates. The Sloss business structures of great dimensions on Sansome and Halleck Streets, the center of the city's district, however, and four palatial residences owned by members of the family on Van Ness Avenue, were completely destroyed. All the members of the Sloss family intend rebuilding at once. At the corner of Sansome and Halleck Streets a new class A skyscraper steel building will be erected for the Alaska Commercial Company, and other offices.

INDUSTRIAL PRESS ASSOCIATION.

THE PHILADELPHIA TRADE.

Summer is apparently ahead of the calendar, so that we have jumped almost at a bound into warm weather and the demand for hot weather goods is naturally active. We think, however, it is safe to say that retailers are probably unusually well supplied with goods of this class and are in a good position to fill promptly orders received from their customers. This is largely due to the fact that the open winter led many to believe that Spring would be correspondingly early and in this way Spring orders were largely anticipated, on such goods as screens, poultry netting, wire cloth, lawn mowers and similar lines.

There is no falling off in trade—on the contrary the volume of business continues very satisfactory and while last year was regarded as a record breaker, sales for this month are running ahead of 1905. Manufacturers are still exceedingly busy and raw material is being produced in unprecedented volume. The statistics of the iron and steel trade show this country is now consuming some 25,000,000 tons per year—figures which are practically inconceivable and which require re-statement in order to be fully realized; all this immense output is apparently going directly into consumption and there does not seem to be any evidences of speculation in raw material or manufactured goods.

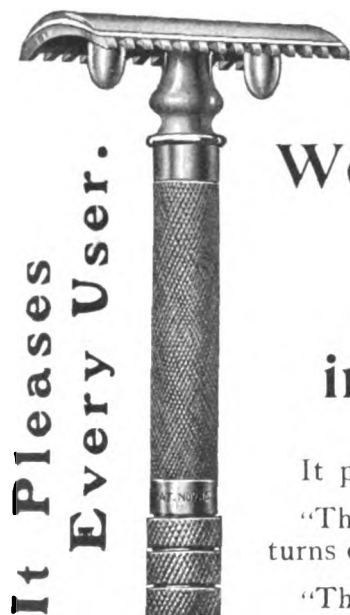
It would be only natural if building suffered from the high prices of lumber and almost equally advanced figures on all kinds of building material. It is true that occasionally we hear complaints that building is quiet owing to increased cost but we are inclined to think that these complaints are individual and are no means typical. On the whole we are led to believe that building is fully up to the average and perhaps heavier than usual. This is simply another illustration of the well known fact that prosperity begets prosperity and that people only spend money when they have money to spend.

It is pleasant to report that there is an improvement in collections. Farmers are now beginning to realize on their Spring products and money is coming in more freely. The large volume of business this year has made an unusual demand for funds and it is gratifying to see that money is now in wider circulation.

BIDDLE HARDWARE CO.

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
in the World



It pleases every customer, who in turn brings a new customer.

"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

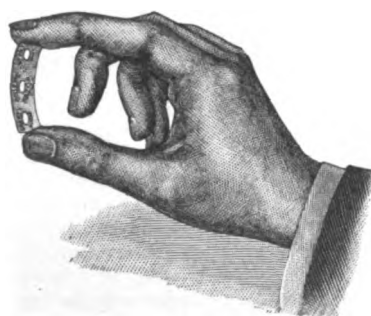
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



ONTARIO RETAIL HARDWARE AND STOVE DEALERS' ASSOCIATION

TORONTO, May 17, 1906.

SUCCESSFUL CONVENTION.

The second convention of the Ontario Retail Hardware and Stove Dealers was held in Toronto on May 16 and 17 and was most successful in every sense of the word. Organized only a month ago on Good Friday the Executive Officers went to work with a vim and had the date for the second convention been the middle of June instead of the middle of May there would have been an attendance of fully one hundred delegates. It is, however, eminently satisfactory that fifty Hardware and stove dealers gave up their business at such a busy time in order to perfect the work of organization commenced at the Good Friday convention. The names entered on the roll-call were as follows: A. W. Humphries, Parkhill; John Caslor, Toronto; J. R. Hambly, Barrie; Weston Wrigley, editor *Hardware and Metal*, Toronto; D. A. Macnab, Orillia; D. E. McDonald, Florence; Fred. A. Brewer, Parkhill; J. F. Norton, Ingersoll; C. F. Moorehouse, Toronto; J. Walton Peart, St. Marys; W. G. Scott, Mount Forest; H. Becker, New Hamburg; W. B. Clifton, Alliston; R. Redlam, Jarvis; F. W. Jeffery, Sidland; W. Holborn,

postage, organizing and convention expenses, all this being accomplished in the three weeks prior to the convention.

The report also drew the attention of the delegates to the "knocking" done the convention in a circular sent to the Hardware and stove trades in Ontario by Secretary Trowein of the Retail Merchants' Association, who had promised to endeavor to induce as many Hardware and stove dealers as possible to attend the convention. Instead he sent out this "knocking" circular together with a post card proxy which he asked the dealers to sign and return to him.

The secretary's report was adopted, but when the executive offices made their report the half dozen Retail Merchants' Association men present objected loud and long because only members were to be given the right to vote. The controversy lasted on into the afternoon session, but when a vote was finally taken it resulted in 34 to 1 in favor of a distinct Retail Hardware and Stove Dealers' Association with no affiliation whatever with the Retail Merchants' Association.



GROUP PHOTO OF ABOUT FORTY OF THE DELEGATES TO THE ONTARIO RETAIL HARDWARE AND STOVE DEALERS ASSOCIATION IN TORONTO, ON TUESDAY, MAY 15, 1906.

Sutton West; Fred W. Otton, Barrie; C. E. Noble, Dundalk; Albert Wideman, Markham; Chas. E. Jones, Uxbridge; J. W. Peacock, Toronto; A. Welch & Son, Toronto; G. E. Rudd, Guelph; John Coffey, Barrie; W. I. Wagg, Providence Bay; Jas. Dandie, Streetsville; W. J. Geddes, Embro; M. R. Marshall, Dunnville; W. F. Moser, Blyth; Charles W. Conn, Tillsonburg; E. P. Paulin, Goderich; D. McGregor, Caledonia; A. E. Nichols, Fergus; E. S. Hubbell, Thamesville; James Lohead, Forest; A. E. Bottum, Bobcaygeon; D. Brocklebank, Arthur; J. S. Hall, Toronto; Robert Smith, Bolton; R. H. Thornhill, Mount Forest; William Conrad, Waterloo; James Wilson, Thorold; Thomas Fullerton, Monkton; V. D. McPherson, Woodville; John Bailes, Oshawa; O. M. Hodson, Bolton; Robert Smith, Bolton.

The convention opened with a civic address of welcome followed by the President's address, which outlined the reasons for organization and suggested a course of action for the delegates. The secretary's report aroused enthusiasm, he presenting figures showing a membership of 120 in over 80 towns and cities and with a cash balance in hand of \$130 after paying all printing,

COMMITTEE REPORTS.

The fight over affiliation having been satisfactorily disposed of committees were appointed as follows:

By-laws and Constitution—R. J. Walken, Tottenham; W. G. Scott, Mount Forest; J. W. Peart, St. Marys; E. P. Paulin, Goderich; F. W. Otton, Barrie.

Finance—O. M. Hodson, Bolton; D. A. MacNab, Orillia; E. S. Hubbell, Thamesville.

Resolutions—J. R. Hambly, Barrie; J. McDonald, Florence; C. F. Moorehouse, Toronto.

Legislation—F. W. Jeffery, Midland; J. T. Norton, Ingersoll; W. I. Wagg, Providence Bay.

Trade Grievances—D. Brocklebank, Arthur; J. W. Peacock, Toronto; A. E. Bottum, Bobcaygeon; C. A. Conn, Tillsonburg; C. E. Noble, Dundalk.

Mutual Insurance—J. Caslor, Toronto; J. F. Moorehouse, Toronto; J. W. Peart, St. Marys; J. S. Hall, Toronto; D. Brocklebank, Arthur.

These committees, with the exception of the latter which was made a permanent committee, brought in their reports on Wednesday morning the convention referring to the executive for action the following resolutions presented by the resolution committee:

(1) *Resolved*, That this association will not purchase goods from a wholesale house that supplies goods to fairs, auction sale rooms, mechanics, contractors, factories and mills, with goods handled in a general Hardware store.

(2) *Resolved*, That the matter of cartage from shipping point charged on freight bills be taken up by this association.

(3) *Resolved*, That this association take steps to prevent the wholesale prices of Hardware being published in the general newspapers.

Similar action was taken with the report of the legislation committee who recommended petitioning the legislature to so amend the statute law and abolish the exemptions in section 180 of the Division Court Act so far as to make small accounts up to five dollars collectable by garnishment by a procedure in the magistrate's court, similar to that for the collection of claims for wages, the prosecutor to serve the summons in the case without charge.

The Trade Grievance Committee's report was acted upon in a similar manner after an interesting discussion on the different grievances reported against jobbers and manufacturers.

The By-laws and Constitution presented by that committee were remarkably clear and brief, the main points decided upon being an annual convention in March and a membership fee of \$3 per annum.

As recommended by the Finance Committee an organizer will be kept in the field. Organizer Hodson who generously offered to give two months' time without salary is to be continued in the field and another special convention is to be held in Toronto during the Industrial Exposition next September.

The convention recognized Organizer Hodson's good work by a vote of thanks, presented an honorarium to the secretary for his work in organizing the association and elected President Humphries as a fraternal delegate to the National Retail Hardware Association convention in Boston next winter.

All the former officers were re-elected with six additional members of the Executive, the officers now being:

President, A. W. Humphries, Parkhill; First Vice-President, W. G. Scott, Mount Forest; Second Vice-President, J. R. Hamblly, Barrie; Treasurer, John Caslor, Toronto; Secretary, Weston Wrigley, Toronto. Executive Officers: J. Walton Peart, St. Marys; M. R. Marshall, Dunnville; E. P. Paulin, Goderich; F. W. Jeffery, Midland; D. Brocklebank, Arthur; Frank Taylor, Carleton Place. Auditors: J. W. Peacock and C. F. Moorehouse, Toronto.

A most interesting feature of the convention was the banquet tendered the delegates on Tuesday evening by Col. J. B. MacLean, publisher of *Hardware and Metal*. Jobbers, manufacturers and retailers fraternized at this social event and all branches of the trade voted the Colonel their thanks for affording them a good opportunity to "get together."

THE COLUMBUS TRADE.

What would be the result of humans instead of the Almighty had control of the weather? Just now we need rain very much. It is hot and dry and each day adds a little more hot and dry. Lawn mowers was the daily cry up to within a week, but now it is rubber hose; and from a selfish standpoint this change is good for us as we have not been able to get enough lawn mowers. Dealers who put off buying screen goods are now sending in orders freely. The price seems high, but in reality the consumer is not being hurt much when he pays \$1.25 to \$2.00 for a screen door. Prices are largely a matter of education any way. If an article has been selling to the consumer for less than it costs the manufacturer, and price is advanced so all make a fair profit, there is a kick clear down the line; but after a while it is forgotten. Some people could give "Maud" pointers on kicking any way.

Why is it leading manufacturers of wire cloth do not make deliveries in season? It is the same old story every year. They are good at making promises each year, but fail to keep them. The truth is, they take more orders than they can fill and know it at the time they book the orders. It is an imposition on dealers for a manufacturer to take orders he knows he cannot fill in season.

Up to a week ago prospects were never as favorable and encouraging for a record-breaking trade, and if we get rain very soon, it will reinstate the bright outlook; but if dry weather continues another week, it means a short hay crop and a light wheat and oats crop.

THE SMITH BROS. HARDWARE CO.
J. H. Smith.

POPULAR TALKS ON LAW

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LANDLORD AND TENANT.

No. 13. VERBAL LEASES. LOSS OF WRITTEN LEASES. FORMALITIES ATTENDING THE EXECUTION OF CERTAIN KINDS OF LEASES. WARNING. A TENANT'S INTEREST IN PROPERTY MAY BE LEVIED UPON BY HIS CREDITORS.

Away back in 1677 there was passed by the English Parliament an act that became known as the Statute of Frauds. The purpose of the act was to prevent fraud in connection with contracts, making it necessary that memoranda in writing be shown signed by the person who it was claimed had made a contract, in order that he be held on it. This was perhaps one of the most important acts of legislation ever passed by a legislative assembly. So important and so excellently drawn was it, it has been adopted oftentimes in its original form by nearly every State of the United States.

One provision of the Statute of Frauds related to leases, it making all verbal leases void, except where the leases were for a term not exceeding three years whereon the rent reserved amounted to two thirds of the full value of the premises. This to-day is the law in New Jersey, Maryland and South Carolina.

In Indiana, Pennsylvania and North Carolina, verbal leases for a term not exceeding three years, are valid, without regard to the rents reserved.

Verbal leases for one year are declared valid in Alabama, Arkansas, California, Delaware, Illinois, Iowa, Kentucky, Michigan, Mississippi, Rhode Island, Tennessee, Texas, Virginia and Wisconsin. In the States of Massachusetts, Missouri, Ohio, Maine, Vermont and New Hampshire, no verbal lease is valid, other than a lease at will.

In Connecticut, no lease for a term exceeding a year is valid, except as against the lessor, or unless it is in writing and signed by the lessor in the presence of two witnesses and acknowledged.

Now, where a verbal lease is made for a longer period than is permitted by the statutes, the tenant cannot sue the landlord for not letting him into possession, nor can the landlord sue the tenant for rent, the tenant not having taken possession; but if the tenant passed into possession under the lease and pays rent, it is held in all the States, excepting Maine, Massachusetts, Missouri, Ohio, Vermont and New Hampshire that the tenancy becomes a tenancy from year to year.

A lease that has once been written and signed remains in full force, even although it is lost or destroyed. Should the matter come into the courts, it can be proved by any competent evidence.

In some of the States, leases must be under seal, acknowledged and recorded to be valid against anybody except the lessor. This is to protect third persons who propose to buy or lend money of the property in order that they may know the extent of the title of the owner and whether it is encumbered. We have not the space in which to enumerate the various statutes in the many States and territories, providing for the acknowledging and recording of leases.

No matter, however, what the record shows, it is not safe to rent property where there is some person in possession of it, without finding out what is the nature of the occupant's title. One renting property occupied by a third person, should also inquire as to whether or not any of the buildings or improvements belong to the tenant and are removable.

Once the tenant has obtained a good lease, his lease is valid against anybody who by foreclosure of a mortgage subsequently put on the premises, has come into ownership. His lease, too, is valid against the landlord and his creditors, even though the landlord go through bankruptcy. In other words, the lease is not affected by any subsequent disposition of the property. Any one who takes it by buying it, getting it on a mortgage or a lien, or by sale on execution, or by bankruptcy sale, must recognize the lessee's rights as paramount to his own.

A lessee's rights may be sold on execution, or in bankruptcy proceedings, or may be taken for the benefit of his creditors. Then, too, unless there is a provision in the lease prohibiting it, the tenant may sell, or sublet, or mortgage his interest. A provision in a lease prohibiting the lessee from selling his interest, does not prevent it being sold by the court to satisfy a judgment.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED APRIL 30, 1906.

- 402,173. ICE TOOL. S. K. Lovewell, Chelsea, Mass.
 402,186. WRENCH. I. F. Peck, Providence, R. I.
 402,220. CARPET STRETCHER. L. G. Ballinger, East Liberty, O.
 402,222. WASHING MACHINE. D. H. Benjamin, Utica, N. Y.
 402,265. WRENCH. V. J. McDonnell, Philadelphia, Pa.
 402,292. HANDLE FOR DUSTPAN. L. Angevine, Sweden Valley, Pennsylvania.
 402,295. ADJUSTABLE WINDOW SCREEN AND FRAME. H. Barrett, Decatur, Ill.
 402,327. COMBINATION HOUSEHOLD TOOL. F. A. Huehn, Chicago, Ill.
 402,397. IRONING BOARD. C. W. Carr, Richmond, Va.
 402,400. TOOL FOR MANIPULATING SAW TEETH. F. W. Cook, San Francisco, Cal.
 402,538. TOOL DRIVER. C. H. Olson, Decatur, Ill.
 402,539. STOVE. W. H. Owen, Onarga, Ill.

PATENTS ISSUED MAY 1, 1906.

- 819,064. CORD ATTACHMENT FOR WINDOW SHADES. E. F. Harts-horn, Newark, N. J.
 819,070. BROOM HOLDER. J. E. Kenerson, Lynn, Mass.
 819,121. HOLDING AND GRIPPING PLYERS. J. Carter, Malden, Mass.
 819,167. TUBULAR LANTERN. A. R. Pritchard, Rochester, N. Y.
 819,176. LAWN-TRIMMING DEVICE. H. O. Secrest, Cleveland, O.
 819,192. WRENCH. LaFayette T. Wever, Crawfordsville, Fla.
 819,246. WRENCH. C. H. Hoyes, Decatur, Nebr.
 819,428. PIPE WRENCH. F. A. Headson, LaFayette, Ind.

PATENTS EXPIRED MAY 7, 1906.

- 402,560. SAW SHARPENING MACHINE. Gustave Carlsen, Uleaborg, Finland.
 402,569. AUTOMATIC SPRINKLER. E. H. Davis and R. Westervelt, Elmira, N. Y.
 402,583. FERRULE BOX FOR STOVE PIPE FORMERS. H. S. Gran-nis, Southington, Conn.
 402,594. FERRULE FOR REEL PLATES. J. P. H. Hook, Rome, N. Y.
 402,606. PLATE LIFTER. S. T. Mickey, Salem, N. C.
 402,850. CAN OPENER. J. Kaylor, Decatur, Ill.
 402,886. BENCH PLANE. F. M. Bailey, New Britain, Conn.

PATENTS ISSUED MAY 8, 1906.

- 819,761. FLAT IRON. F. Johnson, Racine, Wis.
 819,772. DOUGH KNEADING AND AERATING ROLLER. W. Latham, New York.
 819,780. SAFETY RAZOR. Wm. J. Moore, Washington, D. C.
 819,796. DOOR HANGER. T. C. Prouty, Aurora, Ill.
 819,817. COMBINED WRENCH AND BIT STOCK. P. L. Sweeney and L. C. Jahn, Jasper, Ind.
 819,825. LIFTING JACK. N. Weller, Sioux City, Iowa.
 920,302. CHEESE CUTTER. J. Halliday, Detroit, Mich.

PATENTS EXPIRED MAY 14, 1906.

- 403,083. DRILL CHUCK. M. L. Andrew, Delhi, Ohio.
 403,093. COOKING VESSEL. E. L. Dawes and W. A. Myler, New Brighton, Pa.
 403,107. VISE. B. Holly, Lockport, N. Y.
 403,126. CARPET STRETCHER. A. W. Muhlhauser, Platteville, Wis.
 403,131. BOLT LOCKING DEVICE. C. I. Penrose, Chatham, N. Y.
 403,132. BOLT LOCKING DEVICE. C. I. Penrose, Chatham, N. Y.

PATENTS ISSUED MAY 15, 1906.

- 820,449. RAKE. H. Vesperman, Steubenville, Ohio.
 820,462. HINGE. J. B. Willard, New York, N. Y.
 820,503. COLD AXLE SETTER. E. F. Krengel and W. G. McLennan, Nezperce, Idaho.
 820,557. COMBINATION LOCK. J. J. Deal, Canton, Ohio.
 820,601. GARDEN IMPLEMENT. G. W. Robinson, Lodi, Wis.
 820,639. PLANE. A. N. Gabrielson, Mount Iron, Minn.
 820,651. WRENCH. J. W. Lanham, Danville, Ill.
 820,814. COMBINATION TOOL. J. P. McGinnity, New York, N. Y.

IMPORTANT LISTS OF GOODS.

Logan-Gregg Hardware Co., Pittsburgh, Pa., in the current issue of their popular house organ, "Hardware Hints," publish a list of strictly seasonable goods which it is important the Hardware dealer should have in stock during May and June; and as the trade for these articles is good for only a few months in the year, the sale of them should be pushed with insistence while they last. This is the list to which they call attention:

| | |
|-----------------------|------------------------|
| Base Ball Supplies | Hose Menders |
| Bicycles and Sundries | Hose Nozzles |
| Cherry Stoners. | Hose Reels |
| Croquet Sets | Hot Plates |
| Dog Muzzles | Ice Chests |
| Filters and Coolers. | Ice Cream Freezers |
| Fishing Tackle | Lawn Mowers |
| Fly Pans | Lawn Mower Sharpeners |
| Fly Nets | Lawn Rollers |
| Fly Traps | Lawn Sprinklers |
| Garden Tools | Lawn Swings |
| Gasoline Stoves | Oil Stoves |
| Grain Cradles | Quilts |
| Grass Catchers | Refrigerators |
| Hammocks | Screen Doors & Windows |
| Haying Tools | Scythes and Snaths |
| Hose | Summer Blankets |

In the April number of "Hardware Hints" they also published a list of Housefurnishing goods which it is desirable the Hardware dealer should have before him to suggest some line of goods which he might profitably carry in stock during the entire year, but more especially in the Spring and Summer. This list presents many articles to the attention of the dealer worthy of the best efforts of his salesmen.

| | |
|---------------------|-------------------------|
| Apple Parers | Kitchen Saws |
| Baby Carriages | Knife Sharpeners |
| Bathroom Fixtures | Knives and Forks |
| Brass Handed Tacks | Lamps |
| Bread Makers | Lamp Chimneys |
| Bread Toasters | Lemon Squeezers |
| Brooms | Lid Lifters |
| Butcher Knives | Linoleum |
| Carpet Beaters | Market Baskets |
| Carpet Stretchers | Match Boxes |
| Carpet Sweepers | Metal Polish |
| Carpet Tacks | Mirrors |
| Chair Seats | Mops |
| Cherry Seeders | Mop Wringers |
| Churns | Mouse Traps |
| Clocks | Night Latches |
| Clothes Bars | Oil Cans |
| Clothes Baskets | Oil Cloth |
| Clothes Lines | Oil Stoves |
| Clothes Line Hooks | Ovens |
| Clothes Pins | Padlocks |
| Coat Hangers | Paints |
| Coat and Hat Hooks | Paint Brushes |
| Cooking Utensils | Pastry Boards |
| Coolers | Picture Hangers |
| Cork Screws | Picture Wire |
| Cover Knobs | Potato Mashers |
| Crockery Mender | Pot Cleaners |
| Curtain Stretchers | Pot Covers |
| Cuspidors | Rat Traps |
| Door Keys | Refrigerators |
| Door Latches | Rolling Pins |
| Door Locks | Scissors |
| Door Springs | Screen Doors and Window |
| Dust Pans | Scrub Brushes |
| Electric Door Bells | Sewing Machines |
| Electric Lamps | Shoe Blacking |
| Enameled Sinks | Shoe Brushes |
| Enameled Ware | Sink Strainers |
| Family Grindstones | Soap Dishes |
| Family Scales | Spoons |
| Feather Dusters | Step Ladders |
| Filters | Stove Mats |
| Flour Bins | Stove Pipe |
| Flour Sifters | Stove Pipe Collars |
| Fry Pans | Stove Polish |
| Food Choppers | Table Oil Cloth |
| Furniture Polish | Tack Claws |
| Garbage Cans | Tack Hammers |
| Gas Brackets | Thermometers |
| Gas Burners | Tile-Like |
| Gas Mantles | Tin Ware |
| Gas Ranges | Towel Rollers |
| Gas Tubing | Trouser Hangers |
| Gasoline Stoves | Twine |
| Glue | Waffle Irons |
| Hot Plates | Wall Paper Cleaner |
| House Figures | Wash Boards |
| Ice Cream Freezers | Washing Machines |
| Ice Picks | Wash Tubs |
| Irons | Window Cleaners |
| Ironing Boards | Window Glass |
| Kitchen Knives | Wool Palls |

HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Albany, Tex.—J. W. Putnam has engaged in the Hardware business.

Ballston, Ore.—George Haynes has engaged in the Hardware business.

Broken Bow, Neb.—S. P. Croat & Co. have opened a new store.

Corning, Iowa.—Floyd Newcomb has engaged in business.

Hoxie, Kans.—John Hillstead has opened a new store.

La Jara, Colo.—The Manassa Hardware Co. has put in a complete line.

Peabody, Kans.—Charles Carey will engage in business.

Soldier, Ida.—W. Y. Perkins & Co. have opened a new store.

Wapato, Wash.—Ness & Wagner have engaged in business.

Changes and Improvements.

Agra, Kans.—Tipton & Heaton have succeeded to the business of T. E. Tipton.

Altamont, Mo.—Ellis & Kimes have sold their store to W. A. McIntosh & Son.

Anamosa, Iowa.—I. P. Mineheart has purchased the store of John K. Hale.

Benkelman, Neb.—J. W. Smith has purchased the business of L. E. Walker & Co.

Benton, Kan.—J. Herron has purchased the business of D. C. Pitcher.

Bison, Kans.—J. C. Meyer & Co. have sold their business to Timken & Money.

Blythedale, Mo.—Baker, Smith & Ellington have succeeded to the business of Baker & Ellington.

Cairo, Nebr.—E. D. Parker has sold his store to McAllister Bros.

Central City, Nebr.—W. J. Stephen has sold his store to E. Meyers.

Coeur d'Alene, Idaho.—J. H. Nevers has purchased a controlling interest in the Lake City Hardware Co.

Culbertson, Neb.—Chris Roupp has purchased the business of M. M. Bree.

Edmonds, Wash.—Cohen & Drew have purchased the store of Simonson & Konnerup.

Grainfield, Kans.—Conrad Bros. have purchased the business of E. B. Atkinson & Co.

Huron, Kans.—W. E. English has sold his interest in the firm of Kelly & English.

Imperial, Nebr.—John A. Furr has sold his store to Hicks & Hayes.

Kennewick, Wash.—Mrs. H. A. Bier has purchased the interest of A. F. Brown in the Kennewick Hardware Co.

Lindale, Tex.—W. S. Hicks has purchased the store of D. S. Smith.

Lock Spring, Mo.—Achauer & Minnick have succeeded to the hardware business of Achauer & Co.

Louisiana, Mo.—The Suda-Buffington Hardware Co. has succeeded to the business of the Suda Hardware Co.

Marengo, Iowa.—F. M. Darnell has purchased the store of J. E. Bender.

Maryville, Mo.—Roberts & Bennett have

sold their business to Shepherd & Miller.

Missouri City, Mo.—The Brown Hardware Co. has purchased the business of the White Mercantile Co.

Wilmington, Del.—John R. Hudson has purchased the iron business of the late William Wilson, Jr., at Third and Orange Streets and has taken possession. The business will be conducted by an incorporated company, known as the Wilson & Hudson Hardware Company.

Monett, Mo.—S. W. Pierce has purchased the interest of D. C. Marbut in the Monett Hardware Co.

Muskogee, I. T.—Marshall Bros. have sold their store to Matley & McConnell.

Omaha, Tex.—G. L. May has succeeded to the business of Coffee & May.

Perkins, Okla.—I. Moorich has sold his store to L. C. Shannon.

Pilot Grove, Mo.—Francis Schilb has succeeded to the business of Schilb & Becker.

Provo, Utah.—The Monarch Hardware Co. has been succeeded in business by the Central Hardware Co.

Ragan, Nebr.—W. Hatfield has succeeded to the business of Hatfield & Agen.

Reinbeck, Iowa.—Robinson Bros. have been succeeded in business by Robinson & Terrall.

Roscoe, Tex.—Haley Bros. have succeeded to the business of the Haley Hardware Co.

Rutland, Iowa.—Gregory & Sheridan have been succeeded in business by H. H. Gregory.

Salem, Nebr.—V. H. Shier has sold his store to E. S. Davis.

Salt Fork, Okla.—C. S. Watson has sold his business to J. M. Corn & Co.

San Saba, Tex.—Fentress & Woods have been succeeded by Woods & Laird.

Sedgwick, Colo.—Isaac W. Wallace has sold his store to the Sedgwick Hardware Co.

Turon, Kans.—The Potter Mercantile Co. has purchased the business of W. S. Smith.

Vail, Iowa.—Giblin & McGuire have succeeded to the business of T. J. Giblin.

West Side, Iowa.—C. W. Paine has purchased the stock of Suhr & Sons.

Fires.

Centralia, Kans.—The store of C. C. Wadleigh has been destroyed by fire.

Leshara, Nebr.—In a recent fire the stock of Hamann & Son was damaged to the extent of \$3,000, with \$2,000 insurance.

Embarrassments.

Belding, Mich.—Involuntary bankruptcy petitions and the appointment of a receiver marked the insolvency of Otto J. Kuhn, a Belding general Hardware merchant. With the bankruptcy petition was a petition stating that Mr. Kuhn's indebtedness aggregates \$12,000 and asking that William J. Wilson of Belding be appointed receiver. It is claimed the estate is valued at \$10,000.

Bremond, Tex.—Herman Schmidt, doing a Hardware business, has filed involuntary bankruptcy proceedings. His liabilities

were shown to be \$131,000, of which \$82,000 was secured.

Delhi, La.—Sol Fried, R. L. Crook & Company and the Louis Hoffman Hardware Company, all domiciled at Vicksburg, Miss., have filed a petition in voluntary bankruptcy against Fred Van Riper, a merchant of Delhi, who agreed to their request that he be adjudged a bankrupt. Debts claimed amount to \$145,148.

Farmington, Minn.—Herbert W. Allen has been appointed receiver of the Irving Hardware and Implement Co.

Joplin, Mo.—An involuntary petition in bankruptcy against the Miners' Hardware Company has been filed. Four creditors of the corporation united in filing the petition, their claims aggregating \$510.66.

Lewiston, Idaho.—The Spokane Jobbers' association has received an assignment of the Cash Hardware Co. of Lewiston, Idaho.

Palmer, Iowa.—The Witte Hardware Company have made an assignment for the benefit of their creditors, and F. S. White has been appointed as assignee.

Petersburg, Va.—T. J. Jefferson, a Hardware merchant and manufacturer, has made an assignment to Richard B. Davis, trustee, for the benefit of his creditors.

Miscellaneous.

Pine Bluff, Ark.—The annual stockholders' meeting of the Cleveland-Matthews Hardware Co. was held at their office recently, at which time all of the old officers and directors were reelected for the ensuing year, the officers being M. C. Cleveland, president; J. H. Carmical, vice-president, and Wm. L. Matthews, secretary and treasurer. The business having grown to such an extent during its first year, the paid-up capital stock was voted to be increased to \$20,000, and in the future they will do a wholesale as well as a retail business.

Taylor, Tex.—At the annual meeting of the stockholders of the Prewitt Hardware Co. the following directors were elected: Ira A. Prewitt, E. V. Stearnes, T. B. Hyde, J. J. Thomas, C. T. Everett, C. H. Snell and H. M. Finch. The directors in turn elected Ira A. Prewitt president, C. T. Everett vice-president and T. B. Hyde secretary and treasurer.

60 YEARS' EXPERIENCE

PATENTS

TRADE MARKS
DESIGNS
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Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year; four months, \$1. Sold by all newsdealers.

MUNN & Co. 361 Broadway, New York
Branch Office, 615 F St., Washington, D. C.

*Columbia's
Brightest
Star*



Hauthaway's "Star" Brand

Harness Dressing and Harness Oil Blacking---

Their equal in quality, in salability, in all-around satisfaction—has yet to be produced, anywhere, by any one.

Half A Century On the Market

Is sufficient popular endorsement of these goods to be in every hardware store in the land.

Sell? Try a sample order of

Hauthaway's Star Harness Dressing

It gives a beautiful polish, will not crock or smut, will make any harness, new or old, look fresh, clean and handsome.

Hauthaway's "Star" Harness Oil Blacking both oils and blackens—imparts new life and looks into any harness.

HAUTHAWAY'S AXLE OIL--

With the Hauthaway body—not a greasy body, but a full frictionless, wear-resisting body—solves the "hot-box" question. It makes axles as slippery as eels.

Handle the "Star" Brand. It leads to sure and good profits. Send for catalog and prices.

C. L. HAUTHAWAY & SONS

346 Congress Street

BOSTON, MASS.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Augusta, Me.—Fletcher Manufacturing Company has been incorporated, making and dealing in knives, forks, spoons, etc.; capital, \$200,000. President and treasurer, I. L. Fairbanks; clerk, Joseph Williamson, Augusta.

Canandaigua, N. Y.—The Canandaigua Enameling Co.'s works have been put in operation and the manufacture of enameled rings for insulating telegraphic apparatus begun. The company has a contract to turn out several thousand a day of these rings for a railroad company. Later the company is going to make enameled stoves.

Columbus, O.—The Capitol Lock-nut and Washer Co. has been incorporated with a capital of \$3,000, by L. B. Ayers, J. Z. Krum, H. B. Hutchinson, C. B. King and C. R. Roof.

East Cambridge, Mass.—Judson Manufacturing Co. has been incorporated to manufacture saw frames, saw handles, etc.; capital, \$10,000. President, J. Judson, East Cambridge; treasurer, G. L. Parmenter.

Grand Rapids, Mich.—Negotiations have been closed whereby the Grand Rapids Hand Screw Co. acquires four acres of land from the Macey Co. in the rear of the latter's plant. The Hand Screw Co. will begin building its permanent home there next year. The plans are not completed, but a three-story brick building is contemplated, 70 by 103 feet, to cost in the neighborhood of \$50,000. A power and heating plant will be added, and the new equipment will materially add to the value of the business.

Hudson, Mass.—The Lepointe Machine & Tool Co., Boston, has decided to locate in Hudson. A factory 120 by 60 feet and four stories high is being built.

Jersey City, N. J.—Pittsburgh Pneumatic Tool Co., 250 Washington Street, has been incorporated to manufacture pneumatic tools, machinery and appliances; capital, \$250,000. Incorporators: Norman C. Raff, Henry H. McCorkle and Alexander Howell, all as above.

Loveland, Colo.—Loveland Pump & Implement Manufacturing Co. has been incorporated with a capital stock of \$24,000. Incorporators: Edward A. Smith, Edward B. Smith, Charles Prior, C. A. Coykendall, E. S. Allen, Loveland.

Menominee, Mich.—The latest addition to the metal working plants of Menominee is the knife factory of Louis Franz & Son, situated just north of their dwelling at No. 518 Holmes avenue. Thus far the plant has been devoted to the manufacture of butter knives, bread knives and similar implements of all sorts and sizes.

Minneapolis, Minn.—Mill City Manufacturing Co. has been incorporated to manufacture machinery and tools; capital, \$10,000. Incorporators, G. F. Kriessell, A. E. Helmick, Minneapolis.

Newark, N. J.—H. J. Reusch Machine Co. has been incorporated as tool makers, machinists, founders and electrical engineers; capital, \$100,000. Incorporators:

H. J. Reusch, H. F. Behrendt, A. J. Reusch, Newark.

Newark, N. J.—L. & W. Gravity Lock Co., No. 56 Sherman ave., has been incorporated to manufacture gravity locks, Hardware, etc.; capital, \$100,000. Incorporators: Frank F. Smith, No. 323 Clifton avenue, Newark, N. J.; Augustus H. Woodruff, Irvington, N. J.; Joseph L. Munn, East Orange, N. J.

New York, N. Y.—Auto Strop Co. has been incorporated to manufacture safety razors, etc.; capital, \$200,000. Incorporators: Richard E. Dwight, Herbert K. Stockton and Henry Audley, all of No. 96 Broadway.

New York, N. Y.—J. R. Dawson Manufacturing Co. has been incorporated to manufacture Hardware specialties; capital, \$25,000. Directors: J. R. Dawson and Bertha H. Dawson, Philadelphia; F. A. Richter, Brooklyn, N. Y.

New York, N. Y.—M. Glaeber & Co. has been incorporated to manufacture machinery, tools, etc.; capital, \$30,000. Incorporators: S. F. Butterworth, Morristown, N. J.; E. B. Bruce, J. Daly, New York City.

Norwalk, Conn.—A firm of tool makers from Torrington has leased a portion of the Loth factory in Fair street and taken possession. The firm is now composed of Charles F. Dykeman and Joseph F. Dykeman. The company will shortly incorporate. It is understood that the company will manufacture automatic tools. The machinery to be installed consists of screw machines, drill pressers and cutting-up machines.

Pottsville, Pa.—A new corporation has been organized to take possession of the oldest stove works in the anthracite region and to develop a large plant. The name given the corporation is the Pottsville Foundry and Stove Co. The officers are: E. Forry Laucks, of York, president; F. S. McMullen, of York, general manager; C. F. Derr, of Pottsville, secretary and treasurer.

Rockford, Ill.—Work on the addition to the foundry of the Eclipse Gas Stove Co. is progressing favorably and the structure will soon be ready for use. It will substantially increase the capacity of this plant. President George D. Roper announces that later in the year the company will erect a warehouse over 200 feet in length, together with an office, this building to extend through to South Main street.

Stamford, Conn.—Another company has been incorporated with Stamford as its home. It is the Monarch Tool Co., for the manufacture of mechanics' fine tools, builders' hardware and other specialties. Among the latter is a "universal center test indicator," the patent of which the company controls. The president, Mr. Alcott, is a resident of Sound Beach, and is a mechanical inventor, his own tools being a special feature of what the new factory will turn out. The company expects to erect, immediately, a two-story building, to be completed in three or four months, the dimensions 40x80 feet. The finished plant contemplates employment for 200 men, and negotiations are now on foot for the purchase of six acres of land in Springdale.

St. Louis, Mo.—Cast Steel Specialty Co. has been incorporated to manufacture appliances, joints and nuts for steel castings; capital, \$10,000.

St. Louis, Mo.—Monarch Pneumatic Tool Co. has been incorporated; capital stock, \$2,000. Incorporators: Peter H. Murphy, Emil R. Hensil and James A. Carr.

Washington, D. C.—The Fries, Beall & Sharp Co., which proposes to manufacture and deal in Hardware has been incorporated. The capital stock is placed at \$50,000. The incorporators, who are also to act as trustees for the first year, are Milton H. Beall, Alvin W. Chapin, Clarence E. Fries and Joseph K. Sharp, all of this city.

Changes and Improvements.

Chattanooga, Tenn.—Permits have been issued to the Chattanooga Plow Co. to make a concrete and brick addition to the plant at a cost of \$3,000.

Detroit, Mich.—The Proctor-Raymond Manufacturing Co., makers of electrical and Hardware specialties at Nos. 40-44 Larned street, have plans all drawn for a new two-story brick factory to be built this summer on Bellevue avenue, near Waterloo. The factory will have a frontage of 416 feet.

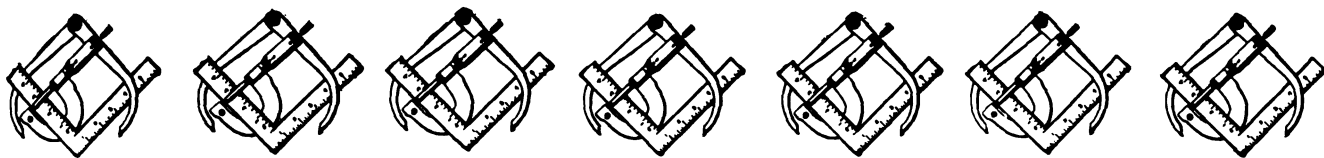
Indianapolis, Ind.—Retirement of one of the principal stockholders is the reason assigned in a petition filed for changing the name of the Frazer-Koch Co., manufacturing steel ranges. The court is asked to sanction the change of name to, the "Cusack-Frazier Co."

Marion, Ind.—A petition has been presented by the Marion Stove and Range Co. to have the name changed to the Hoosier Stove Co. The petition was granted.

New Britain, Conn.—President Charles Glover of the Corbin Screw Corporation has announced that the company have let the contract for the erection of its new factory building. The new factory will be located on Lafayette, High and Grove streets and will complete the square now occupied by the buildings of the corporation. The new building will be seven stories high, 640 by 450 feet and will be of brick and factory construction.

Oncida, N. Y.—The Oneida Steel Pulley Co. has added another new industry to its extensive business. In the manufacture of steel pulleys many narrow strips of sheet steel are left and for several years the strips have found their way to the scrap heap. The company has installed four machines and these narrow strips are converted into carpet tacks. The company intends to equip its factory with fire escapes on the Linden street side of the building, which is a large four-story brick structure.

Reading, Pa.—The Jackson Manufacturing Co., located at Carpenter and Cherry streets, will branch out in their business in a few weeks. They now make the Jackson Washing machine. In a short time they will make a motor washing machine, using as power both water and electricity. When the manufacture of the new machine commences, the number of employees will be doubled.



Starrett Hack Saws have made good!

¶ During the past two years our Hack Saw department has grown faster than any other part of our business. The reason? It's the SAWS. They cut quicker and last longer than other saws---and saws cost money and workmen's time costs money. Users of STARRETT SAWS save money both ways.

¶ This fact is recognized in a marked degree in railroad shops, where waste of time or material is particularly guarded against.

¶ The following are extracts from original letters, on file in our office, from Master Mechanics and other officials of some of the largest railroads in the country.

THE BEST—"We are now using Starrett Saw Blades and have been some time, and find them one of the best if not the best saw blade we have ever used."

SUPERIOR TO ANY—"We have made a test of the Hack Saw Blades sent here, and we have found that these blades are superior to any that we so far have used."

GOOD SERVICE—"These blades have given good service, and we will therefore give them consideration in future orders."

O. K.—"We tested your hack saw blades and found them to be O. K."

SUPERIOR—"We have tried these blades in our shop and find that they are a superior blade, giving very good satisfaction."

FIRST CLASS—"The hack saw blades No. 112 are reported by our foreman to be first class."

AS REPRESENTED—"Regarding hack saw blades, will say that I have given them a trial and they were all that you represented them to be."

VERY SATISFACTORY—"Referring to hack saw blades sent us, have to advise we have placed same in service and find that the results obtained from their use are very satisfactory, and we have taken the matter up with our Supt. Motive Power, asking him to request Purchasing Agent to purchase hack saw blades from your company in future."

SUPERIOR—"We have given the blades furnished by you a thorough test and find them superior to the blades we have been using."

BETTER THAN ANY OTHERS—"We are using your hack saws for some time past owing to their giving better satisfaction than any others we have been supplied with."

GOOD SATISFACTION—"I am in receipt of a statement from our Master Mechanic that these blades give good satisfaction."

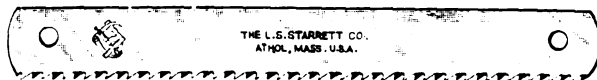
SATISFACTORY—"We have tested hack saw blades you sent us and find they are satisfactory."

NEW YORK
123 Liberty St.



CHICAGO
15 South Canal St.

Send for free Catalogue No. 17-T of the largest line of Fine Mechanical Tools.



THE L. S. STARRETT CO.
ATHOL, MASS., U.S.A.

BICYCLE AND SPORTING GOODS RECORD.

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Jersey City, N. J.—Multiplex Tube Tire Company has been incorporated with a capital of \$1,000,000. Incorporators, Frank A. Magowan, Frank B. Adams, John F. Fritts and Kenneth K. McLaren.

Reading, Pa.—The Arionian Bicycle Club has been organized for touring purposes. Earl E. Hafer was elected captain.

Changes and Improvements.

Binghamton, N. Y.—After extensive alterations and improvements that have been made at Bump Brothers' store, corner of Wall and Court streets, that firm now occupies one of the handsomest business places on Court street. Among the improvements are a mammoth plate glass window, 132x122 feet, the removal of all partitions on the street floor and devoting it entirely to the display of goods, and the location of the repairs department in the basement. The store has also been attractively painted and papered. The firm of Bump Bros. was established eleven years ago and is composed of A. S. and F. S. Bump.

Chicago, Ill.—Within a few weeks, the last of the Pope Mfg. Co.'s effects will have been removed, its one remaining factory there will have been closed, and thereafter Westfield, Mass., and Hagerstown, Md., will house its bicycle interests. The decision to abandon Chicago was reached several months since, and is in line with the policy of concentration that has been followed by the Pope people since they acquired the remnants of the American Bicycle Company.

Fargo, N. D.—Al. Johnson has moved into a new store on Broadway.

Hartford, Conn.—The Hartford Rubber Works Co. has a new president, Thomas Midgley, who was elected at the last meeting of the board of directors. Mr. Midgley, who only recently came from Columbus, Ohio, to assume the duties of vice-president, succeeds Charles H. Dale, who is the head of the whole Rubber Goods Manufacturing Company. Mr. Dale resigned the Hartford presidency because he found it impossible to give to the office the particular attention it required.

New York, N. Y.—F. A. Baker & Co. have removed to 37 Warren street.

Portsmouth, N. H.—Charles Lindstrom has re-opened at 5 State street.

Embarrassments.

New York, N. Y.—Frederick A. Ives, of 130 East Thirteenth street, has filed a petition in bankruptcy, with liabilities amounting to \$1,833 and no assets. The debts were contracted in 1901 in New Haven, Conn., mainly for bicycles and tires.

Miscellaneous.

Buffalo, N. Y.—The Cycle Manufacturers' Association at the final session at the Lafayette Hotel, elected the following officers: President, George N. Pierce, of Buffalo; vice-president, F. E. Southard, of Toledo; treasurer, Harry Walburg of Middletown, O., and secretary, F. J. Fox, of Hartford.

MANUFACTURERS' RECORD—Conc.

Incorporations

Canandaigua, N. Y.—The Canandaigua Improved Enameling Co. has been formed and is erecting a temporary factory east of the village, alongside the Northern Central Railway Company's tracks. The company is now securing patents on an enameled stove, and while this will be the principal article manufactured, it is already working in temporary quarters turning out a large order for enameled hooks and rings for a large railway company. Twenty-two hands will be employed at first, and a company with \$100,000 capital will be organized.

Hamilton, Ont.—The Hamilton Anchor Co. is authorized by its charter to manufacture and sell anchors, drive bars, and other articles manufactured from iron and steel, or other metals and materials. The incorporators are: H. L. Frost, H. N. Kittson, H. C. Beckett, C. S. Scott and D. R. C. Martin, of this city; the share capital \$40,000, and the head offices Hamilton.

Hamilton, Ont.—The incorporators of the London Machine and Tool Co., capital stock, \$200,000; head offices Hamilton, are Wm. Y. Yeates, Ernest G. Yeates, Ronald Yeates and Percy Yeates, London; Geo. F. Webb and Wm. Southam, Hamilton.

Changes.

Dundas, Ont.—The immense new moulding shop erected by the Bertram Tool Works is about ready for occupation, and moving in will soon be in order. It is one of the largest and most up-to-date structures of the kind in the Dominion.

Nashville, Tenn.—Work on the stove foundry of Jones & Hopkins will begin immediately. The structure, which will be situated at the corner of Monroe and Front streets, will cost \$2,500.

Reading, Pa.—The Penn Hardware Co. has taken out a permit to erect a four-story brick building, 45x70 feet, south side of Spruce, between Canal and River streets. Also for a brick boiler house, two stories, 23x79 feet, adjoining the present works.

Fires.

Marion, Ind.—Fire has destroyed the National Sweeper Works here, entailing a loss of \$100,000. High grade carpet sweepers were manufactured at the plant and 200 men were employed. The origin of the fire is a mystery. The plant was insured for about \$60,000.

Middletown, Pa.—Fire of unknown origin has completely destroyed the stove construction plant of the Raymond Company and for a while threatened to destroy the business section of the town.

Miscellaneous.

St. Johnsbury, Vt.—At the annual meeting of the stockholders of the Fairbanks Scale Co. the following officers were elected for the ensuing year: Vice-president, Henry Fairbanks; treasurer, John C. Clark; general manager, H. N. Turner.

Embarrassments.

Anderson, Ind.—The Neely Knife and Saw Works have been sold at public sale by Arnie Friel, the receiver. There was but one bid for the plant and that was W. F. Edwards. His bid of \$4,000 secured the property. It is the intention of Mr. Edwards to reorganize the company and put it on a better footing than heretofore. Some changes will be made in the plant which will be a decided improvement.

Buffalo, N. Y.—Frederick G. Oscar Ehle, who has conducted a factory for the making of tin-stamping machinery at No. 339 Glenwood avenue, and his wife, Louisa A. Ehle, have filed petitions in voluntary bankruptcy.

Mattapan, Mass.—C. H. Whitehouse, wire goods, has made an assignment for the benefit of his creditors to Giles Tainter.

New York, N. Y.—Justice Bischoff, of the Supreme Court, has appointed George K. Muskat receiver for the partnership property of Hubert Hansen and George H. Muskat, trading as the Superior Manufacturing Co., manufacturers of tinware, etc., at Walton ave., near 182d street, pending a suit brought by Hubert Hansen against George H. Muskat for a dissolution of the partnership on account of disagreements between the partners.

MANCHESTER HARDWARE CO., Manchester, N. H., are distributing, for the benefit of their local trade particularly, a Spring and Summer Catalogue of 1906, of selected Hardware and Tools, Paints, Sporting and Photographic Goods, Household Specialties, etc. In an introductory note they state: "In offering this, our first catalogue, for your consideration, it is prompted by many requests received from our customers for something of the kind. We carry an immense stock and the good things shown here are simply picked at random therefrom. Regarding prices, those quoted in the following pages are current at the time the book goes to press. Market changes will enable us to offer reductions on some of these and perhaps compel us to make a slight advance on others; but the difference will not be much either way, and you can always depend on receiving the benefit of all re-

ductions just as surely as you may be asked to pay a slight advance." In any classes of merchandise they will, upon request, send a special complete catalogue, showing in detail other goods from which they have selected the articles described, illustrated and priced in the catalogue under consideration.

✱

Prisoner-at-the-Bar—No, yer honor; I ain't makin' no business o' stealin', yer honor! I'm a decayed gintlemun, yer honor, an' I jes' took it up as a fad.—Puck.

✱

He—Du you think marriage destroys the imagination?
She—Oh, no. Most married people imagine they would be better off single.



The Superior Door Holder
holds the door open without injury to floors or carpets.

Operated by foot pressure. Adjusts itself to any unevenness of the floor.

Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.


Superior Spring Hinge Co.,
15 So. Canal St.,
Chicago, Ill.



A GRADE BETTER THAN THE REST!



"PULLMAN" Folding Coat Hangers.
New Features—Way ahead of them all. Packed in Counter Display Boxes. A fixed retail price. Prepare for the demand.
Pullman Mfg. Co., Rochester, N. Y., U. S. A.



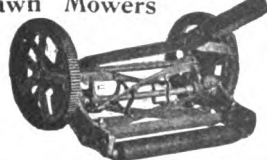
GEM PAPERCLIP
WILL HOLD

Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.
Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.

"Globe" Lawn Mowers

Our catalog tells all about them. Best mowers at any price.

GLOBE LAWN MOWER CO.
Reading, Pa.



Hardware

Will publish the first and complete report of the coming Hot Springs Convention.

LOOK FOR IT



Celebrate Safely.

That's the most important part of the celebration. The best combination is a reliable firearm and blank cartridges.


"H & R" Revolvers are preferred by the "boys" and careful parents.

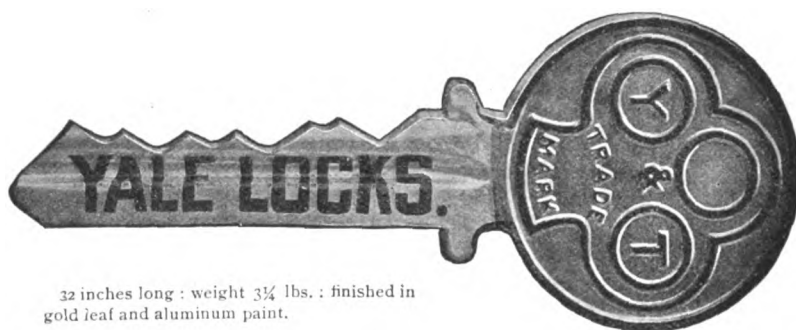
Avoid high explosives and dangerous toys. Especially adapted for the Fourth of July trade:

Young America Double Action .22 Cal. R. F.
Young America Double Action .32 Cal. C. F.
Young America Bull Dog - .32 Cal. R. F.
H. & R. Double Action, M-1905, .32 Cal. C. F.

Sold by the leading Jobbers. Write for Catalog and place your order early.

HARRINGTON & RICHARDSON ARMS CO.,

Makers of H. & R. Single Guns,  **WORCESTER, MASS.**
Mention HARDWARE.



This Metal Key Sign

carefully packed in a special box will be furnished to Hardware Dealers for

\$3.00

Write for circular and learn how you can get one of these free.

The Yale & Towne Manufacturing Co.
9 to 15 Murray Street, New York

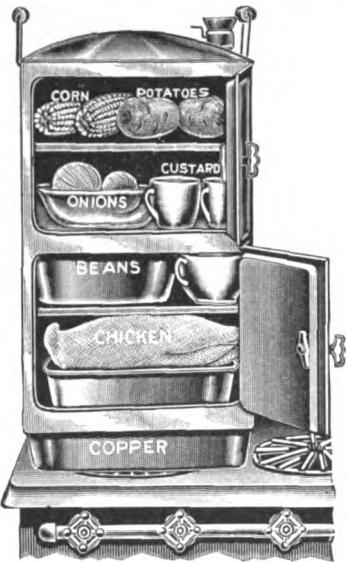
BUSEY BABBITT MELTER

Saves 30% in Time and Gas.

Send for Booklet

BUSEY BURNER CO., 23 Clay St., Baltimore, Md.

LET ME DO YOUR COOKING



Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards—in short, the whole meal for the whole family—into my ample shelves and cook it, as food never was or can be cooked in any other way—over ONE BURNER of stove, range, gas, gasoline or oil stove?

I come in both round and square shapes—both kind have whistles
Prices \$2.00
\$2.50, \$3.00,
\$4.50 up.

No watching; no basting; nothing overdone nor underdone. I am the

IDEAL COMBINATION STEAM Cooker & Baker

made of heavy tin or copper, with all copper seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease and dirt. I blow my whistle 20 minutes before water needs replenishing; never go on a strike nor talk back. I cut the cost of fuel and work in half, save time and wear and tear on your temper and vocabulary. I hold 12 one-quart cans in canning fruit. Write now for FREE BOOK, 48 pages. It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

Mr. Dealer

Do you know there's a demand for a GOOD steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

Our Advertising Helps You to Sell IDEAL Steam Cookers.

A reproduction of the advertisement shown here-with will be read in leading publications every month by

OVER TEN MILLION WOMEN

The thousands who answer this advertisement will be referred by us to local dealers carrying our line.

Your Customers Will Demand our Goods. Are You Prepared to Supply Them?

Take advantage of this opportunity to profit by our expenditure.

48 PAGE BOOK FREE—Write for it to-day, with confidential prices for dealers.

Our Catalogue fully describes 100 other household and kitchen specialties.

The TOLEDO COOKER CO. 1336 to 1342 West Bancroft St. TOLEDO, OHIO.



BUGS

"Slug-Shot"

Enjoys the highest reputation for reliability in killing Currant Worms, Potato Bugs, Cabbage Worms, Lice, Slugs, Sow Bugs, etc., and is also strongly impregnated with fucigides.

Put up in Popular Packages

Slug Shot is the best, and the best selling Bug Killer on the market.

A sample order of it will convince you quicker than a barrel of talk.

Sold by Seed Dealers and Merchants

Hammond's Slug Shot Wks.
Fishkill-on-Hudson, N. Y.

"A Tough Proposition"

for a sledgehammer is the newest and best Screw-Driver on the market to-day:

THOMSON'S INDESTRUCTIBLE

It's the best proposition for you though, because it is, as its name implies, indestructible.

We don't just say it's indestructible—

We Guarantee

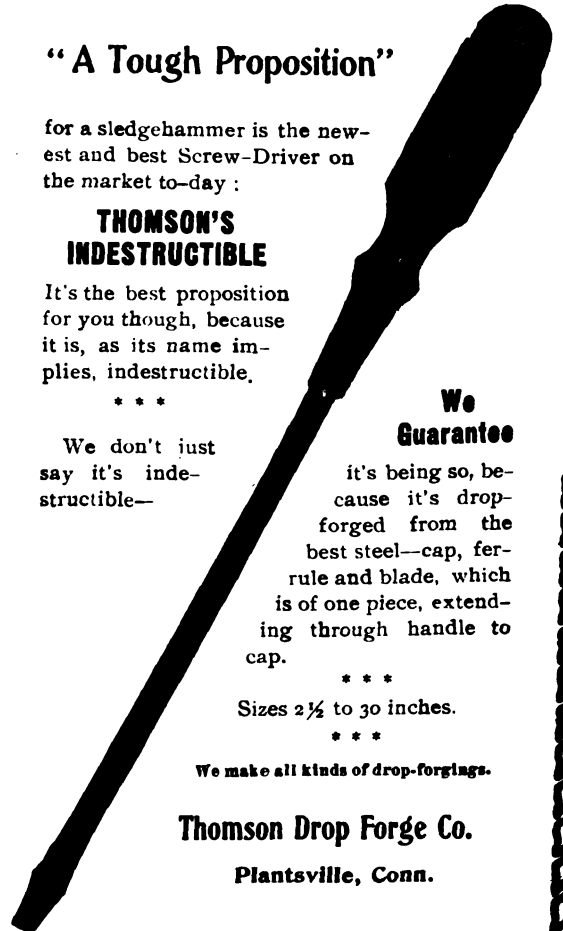
it's being so, because it's drop-forged from the best steel—cap, ferrule and blade, which is of one piece, extending through handle to cap.

Sizes 2½ to 30 inches.

We make all kinds of drop-forgings.

Thomson Drop Forge Co.

Plantsville, Conn.





Robert Murray.

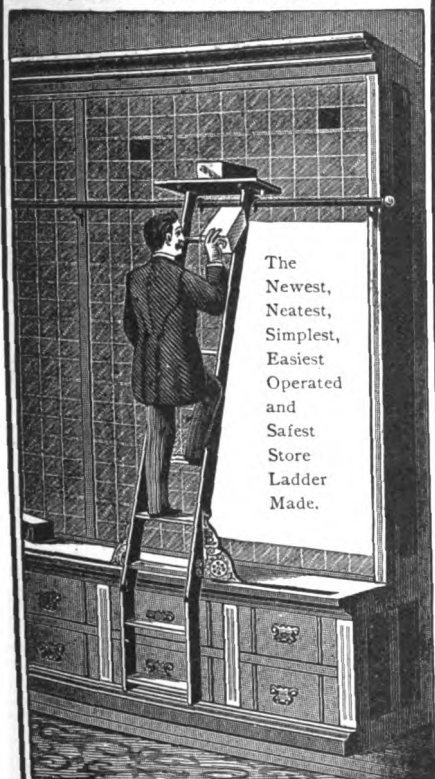
24 Duane St.,
New York City.

General Hardware

999

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

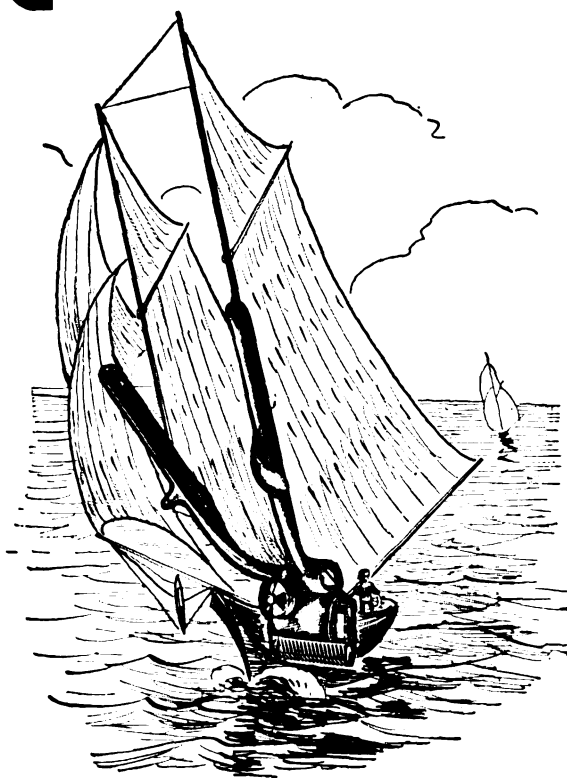
WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

COATES CLIPPERS

ARE SURE WINNERS

Because they are built on the right lines: Built to give satisfaction to the user; built to sell at a good profit to the dealer.



Their beauty of finish, strength and fine cutting qualities are not surprising:

We've Been Making Coates Clippers for 25 Years

All kinds of Clippers for All Kinds of Hair.

Each Clipper Guaranteed to Cut Clean.

An Up-to-Date "Clipper"

"When at Sea" as to the Best Selling Clippers to handle—try the Coates kind. You'll have plain sailing to profits.

See for yourself. *Get our Catalog and Prices.*

Coates Clipper Co., Worcester, Mass.

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

Superintendent Wanted.

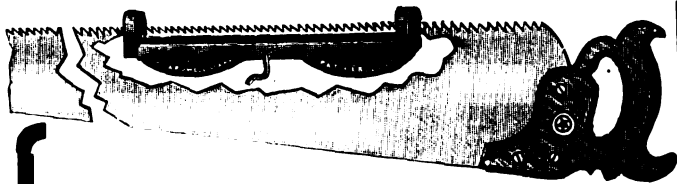
SUPERINTENDENT WANTED. For Pennsylvania Cutlery Company; familiar with manufacture of scale tang table cutlery; salary, \$1300. Send details of experience. HAPGOODS, Suite 511, 309 Broadway, New York.

For Sale.

FOR SALE—A good paying Hardware and Housefurnishing business on leading avenue in New York City, with established trade for roofer, locksmith, stove repairs, etc. Price, \$4,000. Good reason for selling. REX, care HARDWARE.

Wanted.

WANTED—Agency for good American Hardware manufacturer by established merchant. H. Stalham, offices 71 Victoria Street, Toronto.



C. C. C. Saw Clamp

Pat. U. S. Feb. 20, 1906; Canada, April 3, 1906.
Other Foreign Patents Pending.

Is the latest, lightest and best Saw Clamp on the market.

Best For Wood Workers

because it only weighs about a pound, is simple in construction, durable and efficient. Can be carried in the pocket.

Frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files. It's noiseless in operation.

PRICE 75 CENTS.

Send for further particulars and discounts. Mention **HARDWARE**.

C. W. Cardwell Mfg. Co.
JAMAICA, N. Y.



TRADE MARK
Stamped on the Handle.

WE ARE PIONEERS

We made the First STEEL SPIDERS and our Trade Mark

"NEVER-BREAK"

has become the general name for Steel Spiders. Beware of spurious and unbranded imitations.

Ask any Jobber. Write for our catalogue of STEEL SEAMLESS COOKING UTENSILS.

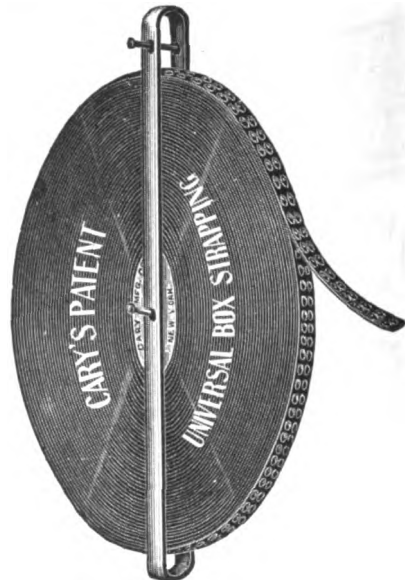
THE AVERY STAMPING CO., Cleveland, Ohio
Mfrs. "Never-Break" Goods.

Look

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him — write anyway. Always Mention "**HARDWARE**" for having "put you wise."

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil. Straps made in four widths: $\frac{1}{2}$, $\frac{3}{8}$, $\frac{1}{4}$ and $\frac{1}{8}$ inch. Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Linseed, City, raw, in barrels, $\frac{1}{2}$ gal. 45c
Linseed, City, boiled, in bbls. " 45c
Out of Town, on spot, $\frac{1}{2}$ gal. 41c
Calcutta, raw, in barrels, $\frac{1}{2}$ gal. 65c
Lard, prime city, $\frac{1}{2}$ gal. 66c
Lard extra, No. 1 48c
Lard, No. 1 80c

Paints and Colors

Barytes, Foreign floated, $\frac{1}{2}$ ton. \$17.50@19.00
Barytes, American floated, $\frac{1}{2}$ ton. \$18.00@19.00
White Lead, American, dry, in bbls., $\frac{1}{2}$ lb. 65c
White Lead, American, in oil, in lots of less than 500 lbs., $\frac{1}{2}$ lb. net. 75c
White Lead, American, in oil, $\frac{1}{2}$ lb. 75c
White Lead Eng., in oil, $\frac{1}{2}$ lb. 85c
Zinc, American dry, $\frac{1}{2}$ lb. 45c

Putty, Commercial— $\frac{1}{2}$ 100 lb

In bladders. 1.25 @1.35
In 1 lb. to 5 lb. cans. 1.20 @1.40
In 15 lb. to 50 lb. cans. 1.25 @1.45

Spirits Turpentine

In regular bbls. 67c
In machine bbls. 67c

Dry Colors

Blue, Chinese. $\frac{1}{2}$ lb. 20c
Blue, Prussian. 20c
Blue, Ultramarine. 20c
Sienna, Italian, burnt & powdered. 20c
Sienna, Italian, raw & powdered. 20c
Umber, Turkey, burnt. 20c
Umber, Turkey, raw. 20c
Green, Chrome, ordinary. 20c
Green, Paris, in kegs. 15c
Indian, Red, American. 20c
Indian, Red, English. 45c

Colors in Oil

Black Ivory, best. 10c
Blue, Chinese. 20c
Blue, Prussian. 20c
Blue, Ultramarine. 10c
Sienna, burnt. 20c
Sienna, raw. 20c
Umber, burnt. 11c
Umber, raw. 11c

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

| Ammunition | |
|--|------------------|
| CAPS—PERCUSSION— | |
| Eley's E. B. | 59¢@55¢ |
| G. D. | per M 24¢@35¢ |
| F. L. | per M 40¢@42¢ |
| G. E. | per M 48¢@50¢ |
| Musket. | per M 62¢@63¢ |
| PRIMERS— | |
| Berdan Primers \$2.00 per M. | 20¢@5¢ |
| B. L. Cape (Sturtevant Shells) \$2.00 per M. | 30¢ |
| All other Primers per M. \$1.52 to \$1.60. | |
| CARTRIDGES— | |
| Blank Cartridges | 10¢@5¢ |
| 33 C. F. \$2.50 | 10¢@5¢ |
| 33 C. F. \$7.00 | 10¢@5¢ |
| 33 cal. Rim. \$1.50 | 10¢@5¢ |
| 33 cal. Rim. \$2.75 | 10¢@5¢ |
| B. B. Caps. Con. Ball, swgd. | \$1.30 |
| B. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 25¢ |
| Target and Sporting Rifle. | 15¢@5¢ |
| Primed Shells and Bullets. | 15¢@10¢ |
| Rim Fire Sporting. | 60¢ |
| Rim Fire Military. | 15¢@5¢ |
| SHELLS, EMPTY— | |
| Brass Shells: | |
| First quality, all gauges. | 60¢@5¢ |
| Climax, Club, Rival, 10 and 12 gge. | 65¢@5¢ |
| Paper Shells: | |
| Acme, Ideal, Leader, New Rapid. | |
| Magic, 10, 12, 16 and 20 gauge. | 25¢@5¢ |
| Blue Rival, New Climax, Challenge. | |
| Monarch, Defiance, New Victor, Re- | |
| peater, Yellow Rival, 10, 12, 16 and 20 | |
| gauge. | 20¢ |
| Climax, Union, League, New Rival, 10 | |
| and 12 gauge. | 25¢ |
| Climax, Union, League, New Rival, 14, | |
| 16 and 20 gauge (\$7.50 list). | 20¢ |
| Expert, Metal lined, and Pigeon, 10, | |
| 12, 16 and 20 gauge. | 33¢@5¢ |
| SHELLS, LOADED— | |
| Black Powder. | 40¢ |
| Smokeless Powder, medium grade. | 40¢@5¢ |
| Smokeless Powder, high grade. | 40¢@10¢ |
| SHOT— | |
| Drop, up to B 25 lb bag. | \$1.40 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Buck, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |
| GUN WADS—\$1.00— | |
| B. E., 11 up. | \$.60 |
| B. E., 9 and 10. | 70 |
| B. E., 8. | 80 |
| B. E., 7. | 80 |
| P. E., 11 up. | 1.00 15¢ |
| P. E., 9 and 10. | 1.25 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Ely's B. E., 11 and larger. | \$1.70¢@175¢ |
| Ely's P. E., 12 to 20. | \$3.00¢@3.25 |
| Animal Pokes | |
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye. | \$3.25 |
| Western. | 4.00 |
| Anti-Rattlers | |
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00 |
| Burton's ¢ doz. pair, Nos. 2 and 6. | 50¢ |
| Per doz. pair, No. 1. | 75¢ |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | ¢ Gro. |
| Daisy, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 5.00 |
| Bolt Holder, No. 1. | Net. 5.40 |
| Anvils | |
| American "Horse-Shoe" | 9¢ |
| Arm and Hammer. | 8¢@85¢ |
| Eagle Anvil, ¢ lb, net. | 65¢@75¢ |
| Hay-Budden, Wrought. | 9¢@95¢ |
| Peter Wright's. | 10¢ |
| Trenton. | 9¢@95¢ |
| Columbian, all steel, ¢ lb, net. | 9¢ |
| ANVIL AND VISE COMBINED— | |
| Miller's Falls (with drill). | \$18.00, 15¢@10¢ |
| Augers and Auger Bits | |
| Boring Machine Snells. | 70¢ |
| Com. Auger Bits. | 75¢@75¢@5¢ |
| Forstner Pat. Bits. | 25¢ |
| Ford Auger Bit Co: | |
| Auger Bits. | 40¢@40¢@5¢ |
| Car Bits. | |
| Machine Bits. | |
| C. E. Jennings & Co.: | |
| D'bis Spur pattern car, No. 80. | 40¢@75¢@10¢ |
| Nobles Double Spur, No. 82. | 55¢@10¢ |
| No. 10, Extension Lip. | 25¢@10¢ |
| Car Bits, No. 10. | 25¢@10¢ |
| Car Bits, No. 80. | 40¢@75¢@10¢ |
| Ring Augers. | 65¢@10¢ |
| Jennings' Pattern. | 50¢@10¢@5¢ |
| Snell's Auger and Car Bits: | |
| Extra. | 80¢@10¢@10¢ |
| No. 1. | 60¢@10¢@10¢ |
| Russell Jennings' Augers and Bits. | 25¢@10¢@5¢ |
| HOLLOW AUGERS— | |
| Ames. | 25¢@10¢ |
| Bennett's Adjustable. | 55¢@60¢ |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25¢@10¢ |
| Miller's Falls, Goodell. | 15¢@75¢@10¢ |
| Universal, each \$4.50. | 25¢ |

| COW— | |
|---|------------------------|
| Common wrought. | 75¢@75¢@10¢ |
| Kentucky. | 70¢@70¢@10¢ |
| Kentucky, Sargent's list. | 70¢ |
| Texas Star. | 50¢ |
| Western, Sargent's list. | 70¢@70¢@10¢ |
| Belongs | |
| Blacksmith's. | 65¢@10¢@70¢ |
| Hand. | 25¢@10¢ |
| Moulders. | 25¢@10¢ |
| Belting Rubber | |
| Roston Belting Co: | |
| "Boston". | 50¢ |
| "Imperial," seamless stitched. | 45¢ |
| Niagara. | 60¢ |
| New Jersey Car Spring & Rubber Co: | |
| Extra Para. | 40¢@10¢ |
| Reliable. | 50¢@10¢ |
| Staple. | 60¢@10¢ |
| Bench Stops | |
| Morrill's No. 1, \$10.00 per doz.; No. 2. | \$12.50 |
| Seymour Smith & Sons. | 25¢@10¢ |
| Miller's Falls. | 15¢@10¢ |
| Weston's. | 40¢ |
| Binder Twine | |
| Sisal. | Per Pound |
| Standard. | 10¢ |
| Standard Manila. | 11¢ |
| Manila. | 12¢ |
| Pure Manila. | 13¢ |
| Bit Holders. | |
| Angular. | 45¢ |
| Extension. | 45¢@50¢ |
| Barber's, ¢ doz. | \$15.00 |
| Ives', ¢ doz. | \$20.00 |
| Blind Adjusters | |
| Columbian. | 33¢ |
| Domestic, ¢ doz. | \$3.00 |
| Excelsior, ¢ doz. | \$10.00 |
| North's. | 10¢ |
| Zimmerman's. | 50¢@50¢@10¢ |
| Blind Fastenings and Tenons | |
| Security Gravity, ¢ gr. | \$9.00 |
| Zimmerman's. | 50¢@50¢@10¢ |
| Blocks, Tackle | |
| Eddy's. | 50¢@10¢@60¢ |
| Harz's Steel. | 40¢@10¢@50¢@5¢ |
| Iron Strapped, Japanned Sheaves. | 70¢@10¢ |
| Iron Strapped, Lig Vitae Sheaves. | 80¢ |
| Rope Strapped, Japanned Sheaves. | 65¢@10¢ |
| L. V. Sheaves. | 40¢ |
| Lance: | |
| Junior, Self Sustaining. | 80¢ |
| Pat. Automatic. | 80¢ |
| Perfected Safety. | 30¢ |
| Stowell, Novelty Block. | 50¢@10¢ |
| Bolts | |
| DOOR AND SHUTTER— | |
| Cast Iron Barrel, Square, &c. | 60¢@10¢ |
| Cast Iron Chain. | 60¢@10¢ |
| Cast Iron Shutter Bolts. | 60¢@10¢ |
| Ives' Patent Door Bolts. | 80¢ |
| Wrought Barrel. | 80¢@10¢@10¢ |
| Wrought Barrel Bolts, Griffin's. | 75¢@10¢ |
| Wrought Square. | 70¢@70¢@10¢ |
| Wrt Shutter, St'nd list. | 50¢@10¢@50¢@10¢@5¢ |
| Wrought Spring, Sargent's. | 70¢@10¢@75¢ |
| CARRIAGE, MACHINE, & C.— | |
| Common carriage (cut thread), ½x6 and | 75¢ |
| smaller. | 75¢ |
| Larger and longer. | 65¢@5¢ |
| Phila. Eagle, \$3.00 list May 24, '99. | 80¢ |
| Bolt ends, list Feb. 14, '99. | 65¢@10¢ |
| Bolt ends, with C and T nuts. | 65¢@5¢ |
| Machine, ½x4 and smaller. | 75¢ |
| Machine, larger and longer. | 65¢@10¢ |
| TIRE— | |
| American Screw Co: | |
| Bay State, plain, list Dec. 28, '99. | 80¢ |
| Bay State, fluted. | 80¢ |
| Eagle Phila. | 82¢@5¢ |
| Norway, Phila. | 80¢ |
| Common. | 75¢@10¢@80¢ |
| Norway, Phila. | 80¢ |
| Portchester, Norway. | 80¢ |
| Phila. | 82¢@5¢ |
| STOVE AND PLOW— | |
| Plow. | 65¢@10¢ |
| Stove. | 87¢@10¢ |
| MISCELLANEOUS— | |
| Sink. | 80¢ |
| Bone Mills | |
| Enterprise. | 25¢@80¢ |
| Stearns. | 40¢ |
| Borers, Tap | |
| Enterprise. | 20¢@25¢ |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co.: | |
| No. 6. | 30¢@10¢ |
| No. 10. | 25¢@10¢ |
| Common ring. | 20¢@10¢ |
| Ives. | 25¢@10¢ |
| Boring Machines | |
| WITHOUT AUGERS— | |
| Upright. | Angular. |
| Jennings'. | 25¢@5¢ |
| Miller's Falls. | \$7.50, 15¢@10¢ |
| Snell's, Rice's Pat. | \$2.50, \$2.75 |
| Aias. | 40¢ |
| Phillips. | \$4.00 net |
| Bow Pins | |
| Hetchkiss. | 60¢@10¢ |
| Boxes, Mail | |
| Heller's. | 40¢@5¢ |
| Box Hooks | |
| Humason & Beckley's. | 60¢@10¢@10¢ |
| Box Openers | |
| Humason's. | ¢ doz. net \$5.00 |
| Bemis & Call's. | 65¢ |
| Box Scrapers | |
| Bradley's. | 30¢ |
| Box Strapping | |
| Cary Mfg. Co's., in case lots: | |
| "Universal". | 25¢@30¢ |
| Standard Metal Strap Co's.: | 25¢@10¢@10¢@5¢ |
| Belipes. | |
| Braces | |
| Barber's. | 50¢@10¢@10¢@80¢@10¢ |
| Barber's Hatchet. | 80¢@80¢@10¢ |
| Common Ball American. | 80¢@80¢@10¢ |
| Ives'. | |
| Barber's. | 60¢@5¢ |
| Barber's Hatchet. | 80¢@80¢@10¢ |
| New Haven Novelty. | 70¢ |
| New Haven Hatchet. | 60¢@10¢ |
| Spofford. | 60¢@5¢ |
| C. E. Jennings & Co.: | |
| No. 108¢@114¢. | 50¢@5¢@10¢ |
| No. 208¢@214¢. | 50¢@5¢@10¢ |
| Lancaster Mach. & Knife Works. | 50¢ |
| Gen. Spofford's. | 60¢ |
| Brackets | |
| Griffin's Folding. | 70¢@10¢ |
| Griffin's Pressed Steel. | 80¢@80¢@10¢ |
| Bradley's Pat., full cases. | 80¢@10¢@80¢@10¢ |
| Bradley's, in broken cases. | 80¢@10¢ |
| Baine's Adjustable. | 25¢ |
| Bracket Saw Frames | |
| Miller's Falls Co. | 25¢@10¢ |
| Bracket Sets | |
| Miller's Falls Co. | 33¢@10¢ |
| Bright Wire Goods | |
| Standard list, June 24, 1906. | 90¢@25¢ |
| Bull Rings | |
| Humason, Beckley & Co's. | 80¢ |
| Rea's 2½ in. net, ¢ doz. | \$1.50 |
| Sargent's. | 80¢ |
| Seymour Smith & Sons. | 60¢ |
| Bull Punches | |
| Humason & Beckley's, ¢ doz. net. | \$3.00 |
| Butchers' Cleavers | |
| New List, Feb. 1, 1906: | |
| Foster Bros., flat heads. | 80¢ |
| Foster Bros., round heads. | 80¢ |
| Lancaster Mach. & Knife Works. | 33¢@40¢ |
| L. & J. White. | 80¢ |
| Plumb's. | 33¢@5¢ |
| Butcher Knives | |
| See Knives. | |
| Butchers' Saw Blades | |
| Miller's Falls Co., Star. | 15¢@15¢@10¢ |
| C. E. Jennings & Co. | 80¢@10¢ |
| Butter and Cheese Triers | |
| Ordinary Black Handle. | 25¢ |
| Humason & Beckley's. | 40¢ |
| Butt and Rabbit Gauges | |
| Stanley's. | 25¢@10¢ |
| Butts | |
| BRASS— | |
| Wrought Brass, list September, 1896. | 15¢ |
| CAST IRON— | |
| Fast Joint, broad. | 40¢@10¢@50¢ |
| Fast Joint, narrow. | 40¢@10¢@50¢ |
| Loose Joint. | 70¢@5¢@75¢ |
| Loose Joint, Japanned. | 70¢@5¢@75¢ |
| Loose Joint, Jap. with Acorns. | 70¢@5¢@75¢ |
| Loose Pin. | 70¢@5¢@75¢ |
| Mayer's Hinges. | 70¢@5¢@75¢ |
| Parliament Butts. | 70¢@5¢@75¢ |
| WROUGHT STEEL— | |
| Reversible and Broad. | 75¢@5¢ 10¢ |
| Light reversible, Light Narrow. | 75¢@10¢ 10¢ |
| Loose Joint, Narrow L't, Inside | 75¢ |
| Blind, etc. | 75¢ |
| Back Flaps, Table Chest | 70¢@10¢ Extra 10¢ |
| Callipers | |
| Bemis & Call: | |
| Wing. | 60¢ |
| Double. | 65¢ |
| Inside and outside. | 65¢ |
| Straight leg. | 65¢ |
| Call's Pattern, inside. | 55¢ |
| Can Openers | |
| American. | ¢ gross, \$1.75¢@2.00 |
| Goodell's Acme. | ¢ gross, 6.00 |
| Hopper's. | ¢ gross, 15.00 |
| No. 6, Iron handle. | ¢ gross, \$2.00 |
| Sardine Scissors. | ¢ gross, \$1.75 |
| Sardine Scissors, forged steel. | ¢ doz., \$4.00 |
| Sprague, Nos. 1, \$2.00; 2, 2.25; 3, 2.50 | 3¢@80¢@10¢ |
| Cartridges | |
| See Ammunition. | |
| Casters | |
| Bed. | 70¢@70¢@10¢ |
| French or Philadelphia Iron wheel. | 75¢@75¢@10¢ |
| Plate. | 60¢@60¢@10¢ |
| Payson's Furniture. | 70¢@10¢@10¢ |
| Payson's Truck. | 70¢@10¢ |
| Standard, Ball Bearing. | 45¢ |
| Cattle Leaders | |
| Humason, Beckley & Co's. | 70¢ |
| Sargent's. | 70¢@10¢ |
| Welton's. | 70¢@10¢ |
| Chain | |
| American Coil, Straight Link: | |
| Inch. | ¢ 100 Lbs. |
| 3-16. | \$8.50 |
| 3-8. | 5.80 |
| 1-2. | 4.85 |
| 5-16. | 4.10 |
| 3-4. | 3.85 |
| 7-16. | 3.85 |
| 1-2. | 3.85 |
| 3-16. | 3.80 |
| 1-2. | 3.75 |
| 3-16. | 3.60 |
| 1-2. | 3.50 |
| 3-16. | 3.75 |
| 1-2. | 3.75 |
| Covert Manufacturing Co., Brass | |
| chain, Haizer chain, Heel chain, Rein | |
| chain, Stallion chain. | |

Chains

| | |
|--------------------------------------|---------------------------|
| Galvanized Pump chain, # 1b | 4 1/2 @ 4 1/2 |
| Ger. coll. list July 24, '97 | 60 @ 10 1/2 @ 10 1/2 |
| Ger. Halter chain, list July 24, '97 | 60 @ 10 1/2 @ 10 1/2 |
| Jack chain, Iron | 60 @ 10 1/2 @ 10 1/2 |
| Jack chain, Brass | 60 @ 10 1/2 @ 10 1/2 |
| Onkela Wire Dog chains | 45 @ 60 @ 54 |
| Trace Wagon and Fancy Chains | 45 @ 60 @ 54 |
| New list | 60 @ 60 @ 10 1/2 |
| Bridgeport Trace chains | 65 |
| Stake chains | 65 |
| Heel chains | 30 1/2 |
| COW TIES— | |
| American | 45 @ 50 1/2 |
| Niagara | 45 @ 50 @ 50 1/2 @ 10 1/2 |
| Covert Mfg. Co. | |
| Cotton | 45 1/2 |
| Hemp | 45 1/2 |
| June | 45 1/2 |
| Sisal | 33 1/2 |

Chain Guards

| | |
|----------------------|--------|
| Aluminum S. & N. Co. | 50 1/2 |
|----------------------|--------|

Carpet Stretchers

| | |
|---------------------------------|--------|
| Montrose "Excelator," # doz. | 20 1/2 |
| Bullard's | 33 1/2 |
| Cast Iron, Steel points, # doz. | 30 1/2 |
| Sockets, # doz. | 1 1/2 |

Carpet Sweepers

| | |
|---------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd. | 21.00 |
| " " Nickel | 23.00 |
| " C, Japd. | 21.50 |
| " D, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|------------------------|-----------|
| No. 12, Wire, Tinned | 75 @ 3.50 |
| " 11, Wire, Coppered | 1.10 |
| " 11, Wire, Tinned | 1.20 |
| " 10, Wire, Galvanized | 1.50 |

Cherry Stoners

| | |
|------------------------------|-------------|
| Enterprise | 25 @ 30 1/2 |
| Goodell's Family, net # doz. | 5.00 |
| Reilman's, net, # doz. | 6.00 |

Chisels

SOCKET FRAMING & FIRMER—

| | |
|------------------------------|------------------|
| Standard Makes | 75 @ 75 @ 10 1/2 |
| L. & I. J. White | 30 @ 30 1/2 |
| C. E. Jennings & Co., No. 70 | 25 @ 10 1/2 |
| Jennings & Griffin Mfg. Co. | 65 @ 2 @ 10 1/2 |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|-----------------|
| W. & S. Butchers' | 4.75 @ 5.00 @ 2 |
| C. E. Jennings & Co. | 25 @ 10 1/2 |
| Jennings & Griffin Mfg. Co. | 25 @ 10 1/2 |
| Tanged Chisels | 25 @ 10 1/2 |
| Tanged Gouges | 25 @ 10 1/2 |
| Tanged Firmers | 33 1/2 @ 10 1/2 |
| Tanged Gouges | 33 1/2 |
| L. & I. J. White | 25 @ 10 1/2 |

COLD CHISELS—

| | |
|--------------------|------------|
| Good quality, # 1b | 13 @ 16 |
| Snell's best C. S. | 40 @ 5 1/2 |
| Cronk's | 50 1/2 |

Cleaners, Sidewalk

| | |
|-----------------|---------|
| Challenge Shank | 75 @ 25 |
| Star Shank | 3 1/2 |
| Star Socket | 4.00 |

Clippers

HORSE—

| | |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's. | Each. |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '99, Chicago | 8.75 |
| 1902 Chicago | 5.00 |
| Twentieth Century | 5.00 |

Coach Oil

| | |
|--------------------------|--------|
| Snow Flake | 10 1/2 |
| One-pint cans, # doz. | 3.00 |
| One-quart cans, # doz. | 4.80 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 66.00 |

Cocks, Brass

| | |
|--|----------------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sene, Racking, &c., Cocks | 70 @ 10 1/2 @ 75 1/2 |

Coffee Mills

| | |
|---------------------|------------------|
| Box and Side | 50 @ 10 @ 60 1/2 |
| Enterprise Mfg. Co. | 20 @ 25 |
| Lane Bros. Co. | 80 1/2 |

Compasses, Dividers, &c

| | |
|-------------------------------|------------------|
| Atrol Calipers and Dividers | 40 1/2 |
| Bemis & Call Co's. | 50 1/2 |
| Compasses | 65 1/2 |
| Dividers | 65 1/2 |
| Compasses, Calipers, Dividers | 75 @ 75 @ 10 1/2 |

Coopers' Tools

| | |
|-------------------|-----------------------|
| Barton's | 20 @ 20 @ 2 1/2 |
| L. & I. J. White | 20 @ 20 @ 2 1/2 |
| Sandusky Tool Co. | 25 @ 10 @ 30 @ 10 1/2 |

Corkscrews

| | |
|----------------------------|-------------|
| Detroit Cork Screw Co. | 33 1/2 |
| Humason & Beckley Mfg. Co. | 50 @ 10 1/2 |
| Samson, # doz. | 10.00 |

Corn Hooks

| | |
|---------------------|---------|
| Kretzinger Cut-Easy | 75 @ 25 |
|---------------------|---------|

Corn Knives and Cutters

| | |
|-------------|--------|
| Bradley's | net |
| Wadsworth's | 60 1/2 |

Countersinks

| | |
|------------------|-------------|
| Mayhew's Diamond | 40 @ 45 1/2 |
| Smith's | 25 1/2 |
| Snell's | 40 1/2 |
| Wheeler's Patent | 60 1/2 |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|--------------------------------------|------------------------------|
| Sargent's List | 20 1/2 |
| Dixon's | 7 in., \$3.75; 9 in., \$4.25 |
| Emerald | 5.00 |
| Oriole | 5.00 |
| Rainbow | 5.12 |
| Solid | 7.50 |
| Tallora, black, \$5.25; red and blue | 9.00 |

Curry Combs

| | |
|---------------------------|-------------|
| Kohler's | 40 1/2 |
| The Metal Stamping Co. | 40 1/2 |
| Southington Cutlery Co's. | 25 @ 10 1/2 |

Cutlery

| | |
|------------------|--------|
| Foster's Pocket | 80 1/2 |
| Carriers' Pocket | 10 1/2 |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|----------------------------|------------------|
| Walter B. Stevens & Son: | |
| Brass | 40 1/2 |
| Embossed Gilt | 80 @ 10 1/2 |
| Leather | 40 1/2 |
| Union Hd'wre Co., new list | 50 @ 50 @ 10 1/2 |

Door Checks

| | |
|------------------------------|-------------|
| Bardley's | 40 @ 45 1/2 |
| Columbia | 50 @ 10 1/2 |
| Eclipse | 50 @ 10 1/2 |
| Home | 50 @ 10 1/2 |
| Pullman's Screen, # doz. net | 4.50 |

Door Holders

| | |
|----------|--------|
| Empire | 50 1/2 |
| Superior | 33 1/2 |

Door Springs

| | |
|----------------------------------|----------------------|
| Columbian Steel | 20 1/2 |
| " Faultless | 50 1/2 |
| Gem (Coll), list Oct. '95 | 20 1/2 |
| Pullman, Perfect | 25 1/2 |
| Star (Coll), list Oct. '95 | 30 1/2 |
| Torrey's Rod, 39 in., # doz. net | \$1.10 @ \$1.25 |
| Victor, Coll | 50 @ 10 1/2 @ 10 1/2 |
| Chicago Coll Springs | 40 @ 10 1/2 |
| Reliance Coll Springs | 40 @ 10 1/2 |

Drain Cleaners

| | |
|-------------------|------------|
| Iwan's Adjustable | 55 1/2 |
| Iwan's Stationary | 40 @ 5 1/2 |

Drawer Pulls

| | |
|--------------------------------------|-------------|
| Drawer Pulls, Griffin Mfg. Co., list | 75 @ 10 1/2 |
| Sargent's list | 60 |

Drawing Knives

| | |
|--------------------|------------------|
| Standard Makes | 70 @ 10 @ 75 1/2 |
| Adjustable Handle | 25 @ 25 @ 10 1/2 |
| Jennings & Griffin | 16 1/2 @ 10 1/2 |
| Watrous | 16 1/2 @ 10 1/2 |
| L. & I. J. White | 20 @ 5 @ 25 1/2 |

Drills and Drill Stocks

| | |
|---------------------------------------|----------------------|
| Automatic Boring Tools, Goodell's | |
| Blacksmiths' | 40 @ 5 @ 40 @ 10 1/2 |
| Breast, Goodell's | 60 1/2 |
| Breast, Miller's Falls, each | \$3.00 @ 15 @ 10 1/2 |
| Stearns' bench | 30 1/2 |
| Hand, Goodell's | 30 @ 10 1/2 |
| Whitney's Hand Drill, No. 1, \$10.00, | |
| Adjustable, No. 10, \$12.00 | 33 1/2 |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|----------------------------|---------------|
| Holt-Lyon Co. | # Doz. # Gro. |
| No. 5 Japanned, Dasher | 80 @ 85 |
| No. A Japanned, 6 doz. | \$5.00 @ 1.15 |
| No. 1, Tinned | 1.40 @ 16.80 |
| No. B Japanned, hotel size | 1.35 @ 22.00 |
| No. 6 Japanned, Dasher | 1.65 @ 19.80 |
| No. 2, Tinned, hotel size | 2.00 @ 24.00 |

Escutcheons

| | |
|------|--------|
| Wood | 25 1/2 |
|------|--------|

Farriers' Knives

| | |
|------------------|---------------|
| 'Challenge' | # Doz. \$3.00 |
| Popes | 8.00 |
| Wilkinson's, net | 4.00 |
| Wostenholm's | 8.25 |

Faucets

| | |
|-----------------------------------|------------------|
| Iron Petroleum | 70 @ 70 @ 10 1/2 |
| John Sommer's "Peerless," Tin Key | 40 1/2 |
| " Bone," Tin Key | 50 @ 10 1/2 |
| "Victor," Metal Key | 50 @ 10 1/2 |
| "Duplex," Metal Key | 60 1/2 |
| "I. X. L., Cork Lined | 50 1/2 |
| "Reliable," Cork Lined | 50 @ 10 1/2 |
| "O. K., Cork Lined | 60 1/2 |
| "Chicago," Cork Lined | 60 1/2 |
| "Perfection," Cedar | 40 1/2 |
| "No Brand," Cedar | 50 1/2 |

SELF MEASURING—

| | |
|-------------------|-----------------------|
| Enterprise # doz. | \$36.00 @ 40 @ 10 1/2 |
| Lane's | \$40.10 @ 25 |

Files

DOMESTIC—

| | |
|-------------------------|----------------------------|
| New list, Nov. 1, 1899: | |
| American | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| Arade | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| J. Barton Smith | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| Dixon's | 75 1/2 |
| Dixon's Superfine | 50 1/2 |
| Eagle | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| Great Western | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| Kearney & Foot | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| McClellan | 75 @ 10 @ 75 @ 10 @ 10 1/2 |
| Nicholson | 70 @ 10 @ 75 @ 10 1/2 |
| Nicholson's X. F. Files | 40 @ 40 @ 10 1/2 |
| Royal | 80 @ 80 @ 10 1/2 |

IMPORTED—

| | |
|--------|--------------------------|
| Stub's | Stub's list, 30 @ 33 1/2 |
|--------|--------------------------|

Filters

| | |
|----------------------------|------------------|
| Acorn | 50 1/2 |
| Fulper's Natural Stone | \$3.50 @ \$15.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|--|------------------|
| Am. Fish Hook Co. list | 60 @ 60 @ 10 1/2 |
| Kirby & Limerick, low list (50c. base) | 10 1/2 |

Fishing Tackle

| | |
|--------------------------------|---------|
| Blahop's | # Doz |
| Level Winding Jeweled Reel | \$78.00 |
| Level Winding Steel Pivot Reel | 66.00 |
| Auto Even Spooler | 80.00 |
| Gun Cleaner | 4.20 |
| Lightening Fish Scalper | 3.00 |
| Fish Hook Shield | 3.00 |

Fish Scales

| | |
|--------------------------|-------------|
| Covert's Saddlery Works: | |
| Great American | 60 @ 20 1/2 |

Freezers, Ice Cream

| | |
|----------------------|------------------------------------|
| "Alaska" 1 2 3 4 5 6 | |
| Net | \$1.15 \$1.35 \$1.60 \$1.95 \$2.60 |
| "North Star" | |
| Net | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|------------|-------------|
| Enterprise | 20 @ 25 1/2 |
|------------|-------------|

Fry Pans

| | |
|-----------------------|-----------------------------|
| Standard list | 75 @ 10 1/2 |
| No. | 1 2 3 4 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 |
| # doz. | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co. | Net # Gro. |
| Size A A | \$8.10 |
| " A | 8.70 |
| " B | 9.20 |
| " C | 9.90 |

Gauges

| | |
|--|-------------|
| Bemis & Call's Steel | 50 1/2 |
| Clapboard | 25 @ 10 1/2 |
| Dixon's Mortise | 70 1/2 |
| Marking Mortise, etc. | 60 1/2 |
| Stanley's | 55 1/2 |
| Starrett's Surface, Center and Scratch | 25 @ 10 1/2 |
| Wire, Morses | 25 1/2 |
| Wire, P. S. & W., low list | 33 1/2 |

Gimlets

| | |
|---------------------------|------------------|
| "Diamond" Gimlets, # gro. | \$4.00 @ \$4.25 |
| Double Cut | 40 @ 10 @ 50 1/2 |
| Metal Head | 50 @ 10 1/2 |
| Wood Head | 50 1/2 |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|----------------|------------------|
| Le Page Liquid | 25 @ 25 @ 10 1/2 |
| Mytic | 40 1/2 |
| Martins | 40 @ 10 1/2 |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|-------------------------------|-----------|
| Dixon's Pure Flake: | |
| 682—1 lb. cans | 20c. ea |
| 682—5 lb. screw top tin cans | 85c. ea |
| 684—10 lb. screw top tin cans | \$1.80 ea |
| 644—25 lb. boxes | 15c. lb |
| 645—50 lb. boxes | 14c. lb |
| 646—100 lb. kegs | 14c. lb |
| 647—350 lb. barrels | 12c. lb |

Grindstone Fixtures

| | |
|----------------------|------------------|
| Cronk's | 50 1/2 |
| Forest City | 30 @ 30 @ 10 1/2 |
| Sargent's Patent | 60 @ 10 @ 10 1/2 |
| Stowells Extra Heavy | 60 @ 10 @ 10 1/2 |
| Stowells Light | 60 @ 10 1/2 |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafts

| | |
|------------------|--------|
| Brittons, # doz. | \$6.50 |
|------------------|--------|

Halters

| | |
|-------------------|-------------|
| Covert Mfg. Co.: | |
| June Rope Halters | 50 1/2 |
| Sisal Rope | 80 @ 10 1/2 |
| Web Halters | 85 @ 5 1/2 |

Hammers

HANDLED HAMMERS—

| | |
|--|---------------------------|
| Magnetic tack, Nos. 1, 2, 3, \$1.25 \$1.50 | |
| \$1.75 | 50 1/2 |
| Maydole's | 33 1/2 @ 25 @ 40 @ 10 1/2 |
| Sargent's new list | 40 1/2 |
| Fayette R. Plumb: | |
| Plumb, A. E. Nail | 25 1/2 @ 7 1/2 |
| Engineers and H. S. Hand | 50 @ 12 1/2 |
| Quaker City Hammers | 40 @ 12 1/2 |
| Riveting and Timmers | 40 @ 12 1/2 |

HEAVY HAMMERS & SLEDGES—

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Jute | 40¢ |
| Nineal | 50¢ |

SPRING HINGES—

| | |
|--|-------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer R. B. & S. Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&45 |
| Gem..... | 30&45 |
| Oxford..... | 30&45 |
| Acme Steel..... | 35% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 30&45 |
| Superior..... | |
| Floor Hinges..... | 35% |

GATE HINGES—

| | |
|-------------------------------|---------------|
| Clark's, Nos. 1, 2, 3..... | 50&100&80&105 |
| N. E. & Co., doz. \$7.30..... | 60% |
| N. E. & Co., doz. \$5.50..... | 60% |
| N. Y. State, doz. \$4.50..... | 60% |
| Western, doz. \$4.50..... | 60% |

BLIND HINGES—

| | |
|---|------------------|
| Parker..... | 70&100&70&10&105 |
| Sargent's, Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12..... | 75% |
| W. H. Co's., No. 3 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.20 doz. sets..... | 30&10% |

Hitching Cords

| | |
|---------------------|-------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&25 |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 55&10% |
| Maalin Kettles, &c..... | 60% |
| " Porcelainized..... | 50% |

STOVE HOLLOW WARE—

| | |
|--------------------------------|-------------|
| Blacklock: | |
| Ground..... | 55&60&10% |
| Plain or Unground..... | 60&65% |
| Country Ware 100 lbs. net..... | \$3.75&3.50 |
| Enameled Ware..... | 50&55&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maalin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 40% |
| Enameled..... | 50% |

GLUE POTS—

| | |
|---------------|-----|
| Tinned..... | 25% |
| Enameled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|-------------------|
| Celling, Sargent's list..... | 50&100&60% |
| Clothes Line, Sargent's list..... | 60&60&10% |
| Coat and Hat, Sargent's list..... | 50&100&10% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 50&60&10% |
| Lamp..... | 60&60&10% |
| Picture..... | 60&60&10% |
| Screw Hat..... | 80&100&10% |
| Wardrobe..... | 55&100&80&100&10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Ceiling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|------------|
| Belt..... | 80&10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35&55% |
| Grass, Wadsworth's..... | 60% |
| Cronk's, Grass, doz..... | \$2.75 |
| Cronk's and Eyes, Brass..... | 60&100&10% |
| Hooks and Eyes, Mal. Iron..... | 70&10% |
| Cotton, box and bay..... | 60&10&10% |

Horse Clippers

See Clippers.

Horse Nails

| | |
|---|---------------------|
| Nos..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 21c 21c |
| American, all sizes, net..... | 9&c |
| Nos..... | 6 7 8 9 10 |
| Anchor and New Haven, 13c. net for all sizes 5 to 10..... | |
| Nos..... | 6 7 8 9 10 |
| Amable..... | 25c 25c 25c 24c 25c |
| C. B. K..... | 25c 25c 25c 21c 21c |
| Capewell..... | 19c 19c 17c 16c 16c |
| Chapman..... | 25c 25c 25c 24c 25c |
| Clinton Fin..... | 19c 17c 16c 15c 14c |
| Essex..... | 25c 25c 25c 24c 25c |
| Lyons, all sizes, net..... | 9&c |
| Lavinson..... | 10c&10% |
| Maud S..... | 25c 25c 25c 21c 21c |
| Neponset, Nos. 5 to 10, 7 lb..... | 12c |
| Northwestern..... | 25c 25c 25c 21c 20c |
| Futnam..... | 25c 21c 20c 19c 18c |
| New Futnam..... | 19c 18c 17c 16c 16c |
| Vulcan..... | 25c 21c 20c 19c 18c |
| Western..... | 40&10% |

Horse Shoes

| | |
|--------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, doz..... | \$4.00 |
| Steel, doz..... | 7.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Stail..... | 85% |
| Jute..... | 45% |

Hose, Rubber

| | |
|------------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 60% |
| 810 & 812 Car Spring & Rubber Co.: | |
| Reliable..... | 40&10% |
| Staple..... | 60&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80&80% |
| Steam..... | 70% |

Ice Awls, Chippers &c

| | |
|-----------------------------------|------------|
| Copeland Ice Pick, doz gross..... | \$9.00 net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awls..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

| | |
|---------------------|---------------------|
| Enterprise..... | No. 33, doz. \$5.00 |
| No. 34, doz. \$5.00 | 25&30% |
| No. 34, doz. \$5.00 | 25&30% |

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 30&25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, doz. \$1.50..... | 20% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net doz..... | \$1.50 |
| Foster Bros., Butcher, &c..... | 30% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$3.00 |
| doz..... | \$2.00 |
| Solid Stone Carving Knife Hones..... | \$2.50 |
| doz..... | \$2.00 |
| Quick Edge Pocket Knife Hones..... | \$2.00 |
| doz..... | \$1.50 |
| Mounted Kitchen Sandstone..... | \$1.50 |
| doz..... | \$1.50 |

Knobs

| | |
|---|---------------|
| Bardley's wood, door, shutter and base..... | 10&15% |
| Base, rubber tip, 2 1/2 in bead, doz..... | \$1.15&\$1.25 |
| Door Mineral..... | 65&70% |
| Door Por. Jap'd..... | 70&75% |
| Door Por. Nickel..... | \$2.10&\$2.20 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|--------|
| Cronk's barn door, net..... | 40&10% |
| Lane's Barn Door..... | 40&10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&10&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Styles M, S, C, K, T..... | 70&10% |
| Style A (all steel)..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 70&10% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 |
| Kohler's..... | \$7.50 |
| Kaiser's, net, doz..... | \$7.50 |
| Mystic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.30 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Stail..... | 85% |

Lemon Squeezers

| | |
|-------------------------------------|-------------------------------------|
| Berger Bros., doz..... | 8 in., \$1.00; 10 in., \$1.40 |
| Hotchkiss, Straight Flush, doz..... | \$9.60 |
| Little Giant..... | 50&50&45% |
| Porc. lined, Iron, doz..... | \$1.75 |
| Porc. lined, Wood, doz..... | \$1.25 |
| Wood, common, doz..... | No. 0, \$5.25; No. 1, \$5.25&\$5.50 |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's.: | |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |

Lifters

See Transom Lifters.

Lines

| | |
|--|---|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 30 feet..... | 40&10% |
| Cotton Trot..... | 20% |
| Samson Cot., Nos. 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100..... | \$2.30 4 1/2, \$2.75 5 1/2, \$3.25 6 1/2, \$3.75 7 1/2, \$4.25 8 1/2, \$4.75 9 1/2, \$5.25 10 1/2, \$5.75 11 1/2, \$6.25 12 1/2, \$6.75 13 1/2, \$7.25 14 1/2, \$7.75 15 1/2, \$8.25 16 1/2, \$8.75 17 1/2, \$9.25 18 1/2, \$9.75 19 1/2, \$10.25 20 1/2, \$10.75 21 1/2, \$11.25 22 1/2, \$11.75 23 1/2, \$12.25 24 1/2, \$12.75 25 1/2, \$13.25 26 1/2, \$13.75 27 1/2, \$14.25 28 1/2, \$14.75 29 1/2, \$15.25 30 1/2, \$15.75 31 1/2, \$16.25 32 1/2, \$16.75 33 1/2, \$17.25 34 1/2, \$17.75 35 1/2, \$18.25 36 1/2, \$18.75 37 1/2, \$19.25 38 1/2, \$19.75 39 1/2, \$20.25 40 1/2, \$20.75 41 1/2, \$21.25 42 1/2, \$21.75 43 1/2, \$22.25 44 1/2, \$22.75 45 1/2, \$23.25 46 1/2, \$23.75 47 1/2, \$24.25 48 1/2, \$24.75 49 1/2, \$25.25 50 1/2, \$25.75 51 1/2, \$26.25 52 1/2, \$26.75 53 1/2, \$27.25 54 1/2, \$27.75 55 1/2, \$28.25 56 1/2, \$28.75 57 1/2, \$29.25 58 1/2, \$29.75 59 1/2, \$30.25 60 1/2, \$30.75 61 1/2, \$31.25 62 1/2, \$31.75 63 1/2, \$32.25 64 1/2, \$32.75 65 1/2, \$33.25 66 1/2, \$33.75 67 1/2, \$34.25 68 1/2, \$34.75 69 1/2, \$35.25 70 1/2, \$35.75 71 1/2, \$36.25 72 1/2, \$36.75 73 1/2, \$37.25 74 1/2, \$37.75 75 1/2, \$38.25 76 1/2, \$38.75 77 1/2, \$39.25 78 1/2, \$39.75 79 1/2, \$40.25 80 1/2, \$40.75 81 1/2, \$41.25 82 1/2, \$41.75 83 1/2, \$42.25 84 1/2, \$42.75 85 1/2, \$43.25 86 1/2, \$43.75 87 1/2, \$44.25 88 1/2, \$44.75 89 1/2, \$45.25 90 1/2, \$45.75 91 1/2, \$46.25 92 1/2, \$46.75 93 1/2, \$47.25 94 1/2, \$47.75 95 1/2, \$48.25 96 1/2, \$48.75 97 1/2, \$49.25 98 1/2, \$49.75 99 1/2, \$50.25 100 1/2 |
| Wire Clothes..... | 18 19 20 |
| 1000 feet..... | \$1.25 \$1.35 \$1.75 |
| 75 feet..... | 1.20 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

| | |
|--------------------------|-----|
| DOOR LOCKS, LATCHES, &c— | |
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin..... | 35% |
| Yale..... | 35% |

PADLOCKS—

| | |
|------------------------------------|------------|
| Acme bicycle and satchel, doz..... | \$9.00 40% |
| Acme Sword Co..... | 40&45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egg bicycle..... | 50% |
| Wrought Iron..... | 75&100&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 25&10% |
| Eagle..... | 40% |

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

| | |
|---|-----------|
| Hickory..... | 45&55&50% |
| Lignumvita..... | 45&55&50% |
| Bliss..... | |
| Carpenters, Tinnerns, Box, Carvers..... | 35% |

Maalin Kettles

See Hollow Ware.

Mattocks

| | |
|------------------------------|------------|
| Cronk's Garden, net doz..... | \$4.00 |
| Regular Goods..... | 70&100&75% |

Meat and Food Cutters

| | |
|--------------------------------|-------------------------------|
| American..... | 1 2 3 4 5 6 |
| Nos..... | 1 2 3 4 5 6 |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, doz..... | 80&100&40&10% |
| Each..... | \$14 \$17 \$19 \$30 |
| Enterprise..... | 25&25&7 1/2% |
| Nos..... | 5 10 12 20 22 32 |
| Each..... | \$2 \$3 \$2.75 \$3 \$4.50 \$5 |
| Little Giant..... | 40&50% |
| Nos..... | 80 81 82 83 |
| Each..... | \$35 \$48 \$44 \$72 \$88 |
| Woodruff's, doz..... | 40&50% |
| Nos..... | 100 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|------|
| Magnolia Metal Co.: | |
| Defender..... | 1 lb |
| Cosmic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |
| f. o. b. New York or Chicago..... | |

Melting Ladles

| | |
|---------------------------|------------|
| Monroe's Patent, doz..... | \$4.00 40% |
| Sargent's..... | 60&60&10% |

Mitre Boxes

| | |
|-----------------------------|----------|
| C. E. Jennings & Co..... | 30&10% |
| Seavey's, doz..... | \$80 40% |
| Stanley Rule and Level Co.: | |
| Nos. 340 to 400..... | 30% |
| Nos. 50 and 60..... | 25% |

Motors

IRON PLANES—

| | |
|----------------------------|-----------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 50&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 35% |
| Miscellaneous | 35% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 30% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 15&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 30&5&2% |

Pliers

| | |
|--------------------------|-----------|
| Hutton | 75&10&75% |
| Cronk & Carrier: | |
| Pliers | 60&10% |
| No. 1 | \$8.25 |
| " 40, net | 75&10% |
| " 50 | 80% |
| " 65 | 40&10% |
| " 70 | 50&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers | 65&5% |
| Smith's Side Cutting | 25% |

Plow Bolts

See Bolts.

Plumb Bobs

| | |
|---------------------|------|
| Keuffel & Esser Co. | 35&5 |
|---------------------|------|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davies' | 30% |
| Inclinometers | 25&10% |
| Iron Levels | 70% |
| Diastion's | 25% |
| Machinists' | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Poachers

See Egg Poachers.

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|--------------------------------------|-------|
| Prestoline Liquid, new list | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 8 oz boxes | 50 |
| " gross | 4.50 |
| " pound boxes, " dozen | 1.25 |
| " pound boxes, " dozen | 2.25 |
| U. S. Liquid, 8 oz cans, " dozen | 12.00 |
| " gross | 1.00 |
| Barkeeper's Friend Metal Polish | 1.75 |
| " gross | 18.00 |

Polish Stove

| | |
|---|-------|
| Black Eagle benzine paste, 5 lb cans | 10c |
| " lb | 75c |
| Black Eagle, liquid, 10 oz. cans | 9.00 |
| " doz. | 85c |
| Black Jack paste, 1/2 lb cans, " gross | 10.00 |
| Black Kid paste, 5 lb can, each | 10.00 |
| Ladd's Black Beauty, " gross, \$10.00 | 10% |
| Joseph Dixon's, " gross, \$5.75 | 8c |
| Dixon's Plumbago, " lb. | 2.50 |
| Fireclad, " gross | 10% |
| Gem, " gross, \$4.50 | 3.50 |
| Japanese, " gross | 1.00 |
| Jet black, per gross | 1.50 |
| Peerless Iron enamel, 10 oz. cans " doz | 1.50 |
| Wynn's | |
| Black silk, 5 lb. pail, each | 70c |
| Black silk, 1/2 lb. box, " doz | 1.00 |
| Black silk, 5 oz box, " doz | 75c |
| Black silk, 1/2 pint liquid, " doz | 1.00 |

Poppers, Corn

| | | |
|-----------|-------|-------|
| Square | " Doz | " Gro |
| 1 qt. | 9.00 | 11.00 |
| 1 1/2 qt. | 13.50 | |

Post Hole Diggers

| | |
|---------------------------------|---------------------|
| Avery's | 60% |
| Diaston's Samson Digger, " doz. | \$34. .. 25% |
| Kohler's | |
| Little Giant | " doz., net \$12.00 |
| Hercules | " " 9.50 |
| Invincible | " " 9.00 |
| Pioneer | " " 7.20 |
| Universal | " " 18.00 |
| New Champion | " " 5.00 |
| Rival | " " 5.00 |
| Ryan's | " doz., \$20.00 25% |
| Iwan's | " Doz |
| Split handle | net \$5.75 7.00 |
| Perfection | 7.25 7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | " doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|----------|
| Hoe Down Hooks | 75&10&2% |
| Hop Hooks | 60&10&2% |
| Potato Hooks | 70 |

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

| | |
|---|--------|
| Cronk's Pruning Shears, all styles | 35&5 |
| Diastion's Combined Pruning Hook and Saw, " doz., \$18.00 | 30% |
| Diastion's Pruning Hook, " doz., \$12.00 | 30% |
| Smith's | |
| Pruning Shears | 60&10% |
| Rockdale Pruners | 35% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's. Pruning Tools | 40% |
| F. S. & W. Co's. Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| Awning | 60&60&10% |
| Axle | 50&10&60% |
| Brass screw | 45&10% |
| Celling | 50&10&60% |
| Clothes line, Japanned | 60% |
| Common Sense | 60% |
| Dumb Water | 60&60&10% |
| Empire Sash Pulley | 60% |

| | |
|--|-----------------|
| Fox all steel | 50% |
| Grand Rapids, " all steel | 50% |
| Hay Fork, swivel eve., " doz., 4 in., \$3.75 | 55% |
| 6 in., \$5.00 | 55% |
| Hay Fork, Hartz, 1/4 in., " doz., \$8.00 | 50&10% |
| Hay Fork, 5 in. solid, \$5.70 | 50% |
| Hot House | 50&10&60&10&10% |
| Stowell's Anti-Friction, 5 in. wheel | 40% |
| " doz., \$12.00 | 40% |
| Slide, Anti-Friction | 45% |
| Shade rack | 45% |
| Upright | 50&10&60&10&10% |

Pumps

| | |
|--|-----------|
| Clatern, best grades | 60&60&10% |
| Pitcher Spout, best grades | 75&80% |
| Power Pumps, Myers | 50% |
| Spray Pumps, Myers | 50&10% |
| Spray Pumps, Kohler's | |
| Daisy, net " doz | 7.50 |
| Mechanical, net " doz | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 323, 3 in. Shallow Well Pump | 13.00 |
| No. 8, Fig. 323, 3 1/2 in. Shallow Well Pump | 15.00 |
| No. 5, Fig. 307, 3 in. Deep Well Pump | 15.00 |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well Pump | 17.00 |
| No. 7, Fig. 521, 3 in. Deep or Shallow Well Pump | 15.00 |
| No. 32, Fig. 523, 3 in. Deep Well Pump | 17.00 |
| No. 56, Fig. 331, 3 in. Shallow Well Pump | 14.00 |
| No. 58, Fig. 332, 3 1/2 in. Shallow Well Pump | 17.00 |
| No. 70, Fig. 333, 2 1/2 in. Deep Well Pump | 15.00 |
| No. 72, Fig. 333, 3 in. Deep Well Pump | 15.00 |
| No. 102, Fig. 448, 3 in. Lift Pump | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 11.00 |
| No. 128, Fig. 510, 3 in. Lift Pump | 7.00 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | 8.50 |
| No. 225, Fig. 359, Windmill Pump | 12.50 |
| No. 235, Fig. 403, Windmill Pump | 16.00 |
| No. 240, Fig. 403, Regulator Pump | 28.00 |
| No. 302, Fig. 477, Spray Pump, complete | 11.50 |
| No. 330, Fig. 547, Knapsack Spray Pump | 10.00 |
| Discount 50% f. o. b. Ashland | |
| No. 283, Fig. 513, Low Down Tank Force Pump, net | 5.00 |
| No. 330, Fig. 492, Bucket Spray Pump, net | 2.00 |

Punches

| | |
|--------------------------|--------|
| Bemis & Call Co's: | |
| Cast Steel Drive | 50% |
| Morrill's | 50% |
| Niagara Hollow | 45% |
| Niagara Solid | 55% |
| Saddlers' or Drive, good | 60&65% |
| Snells' Tunnors | 40&5% |

Rail

| | |
|--|------------------|
| Barn Door, Light, Inches | " " " " |
| " 100 feet | \$1.40 1.35 2.50 |
| Barn Door, "None Better" No. 1, " ft. | 35% |
| Barn Door, "None Better" No. 2, " ft. | 4c |
| B. D. for N. E. Hangers | |
| Angular, " ft., 8c | 70% |
| Double Flange, " ft., 8c | 70% |
| Cronk's | " Ft |
| O. N. T. style, No. 18 | 2 1/2c |
| Double braced, No. 10 | 2 1/2c |
| Lea's | |
| O. N. T. 1 in., " 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 3.00 |
| O. N. T. 1 1/2 in., net | 4.00 |
| Hinge Hanger, 1 in., " 100 ft. | 3.50 |
| " 1 1/2 in., " 100 ft. | 3.50 |
| Stowell's Wrought steel | 25% |
| Sliding Door, Bronzed Wrought Iron, " ft. | 6 1/2c |
| Sliding Door, Steel, Brass Plated, " ft. | 5 1/2c |
| Sliding Door, Wrought Brass, 1 1/2 in " lb | 85c |
| Victor Track Rail, 7c " ft. | 80&10&2 1/2% |

Rakes, Etc

| | |
|---------------------|----------------------|
| Cronk's | |
| Malleable | 70&10% |
| New Champion | \$3.75 4.00 4.25 net |
| Victor | \$3.00 3.25 3.50 net |
| Anti-Clog Lawn | 4.00 net |
| Never Break Garden | 75&10% |
| Queen City Lawn | 40% |
| Kohler's | 3c |
| Lawn Queen, 30 | \$3.15 |
| " 24 | 3.25 |
| Jumbo Lawn, 36 | 5.4c |
| Paragon (wood head) | 2.50 |
| Steel Garden, 10th | 2.00 |
| " 12th | 2.10 |
| " 14th | 2.25 |
| " 16th | 2.40 |

Rasps, Horse

| | |
|--------------------------|-------------|
| Diastion's | 75% |
| New Nicholson Horse Rasp | 70&10&75&5% |
| See also Files. | |

Razors

| | |
|------------------------|--------------|
| Electric | List Net |
| Boracic | 60% |
| Fox | 50% |
| J. R. Torrey Razor Co. | 20% |
| Westonholm & Butcher | \$10.00 to 2 |

Razor Hones

| | |
|-------------------------------------|-------------|
| Pike Mfg. Co. | |
| Belgian German and Swaty, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

| | |
|--------------------------------------|-----------|
| HOT AIR | |
| New list, July 1, 1905: | |
| Black Japanned, White Japanned, | |
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated | 70&70&10% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwan's Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|----------------------------------|--------|
| Bishop's: | |
| Small Bore Rifle Cleaner, " doz. | \$3.00 |

Rings

See Belt and Hog Rings.

Rivets and Burrs

COPPER—

| | |
|-----------------|----------|
| Belt with Burrs | 45&45&5% |
| Hose with Burrs | 45&45&5% |

IRON OR STEEL—

| | |
|-------------------------|----------|
| New list, Jan. 8, 1904. | |
| Tinners | 75&75&5% |
| Miscellaneous | 75&75&5% |

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | |
|---------|---------------------|
| Cronk's | |
| Nos. | 50 55 56 60 65 |
| " Dozen | 90c 80c 75c 75c 75c |

Rope

| | |
|-------------------------|---------|
| Cotton Rope: | |
| Best 1/2 in. and larger | 16 1/2c |
| Medium | 14 1/2c |
| 1/2 in. and larger | 10 1/2c |
| Common | 10 1/2c |
| Jute Rope: | |
| A grade | 6 1/2c |
| C grade | 5 1/2c |

| | |
|---------------------|---------|
| Manilla Pure | |
| 7-16 in. and larger | 12 1/2c |
| " 1/2 in. | 18c |
| " 5-16 | 18 1/2c |
| Sisal, Pure: | |
| 7-16 in. and larger | 10c |
| " 1/2 in. | 10 1/2c |
| " 5-16 in. | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|--------------------------|-----------------|
| Athol, Steel | 35% |
| Boxwood | 60&10&60&10&10% |
| Ivory | 35&10&35&10&5% |
| Keuffel & Esser Co.: | |
| Folding, wood | 85&10% |
| steel | 85&10% |
| Lufkin's: | |
| steel | 50&10% |
| Lumber | 60% |
| Miscellaneous, Stanley's | 60% |

Sad Irons

DOVER ASBESTOS—

| | |
|---------------------------------------|--------|
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Sleeve | 50% |
| Tourist | 50% |
| Toy | 50% |
| Blacklock: | |
| Plain black in cases, " 100 lbs. | \$2.75 |
| Bronze finished in cases, " 100 lbs. | 3.15 |
| Aluminum finish, in cases, " 100 lbs. | 2.95 |
| Full nickel, in cases, " 100 lbs. | 3.75 |

COLD HANDLED—

| | |
|----------------------------|---------|
| Enterprise Mfg. Co. of Pa. | 20&5&5% |
|----------------------------|---------|

Safety Fuse

See Fuse.

Safety Lifts

| | |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70&10&10% |
|----------------------|-----------|

Sand and Emery Paper and Cloth

| | |
|-------------------------------|-----------|
| Baeder, Adamson & Co's. list: | |
| Emery cloth | 50&10&60% |
| Garnet paper | 25% |
| Flint and emery paper | 50&10&60% |

Sash Balances

| | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pullman | 50&10&60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|---------------------|-----------|
| Competition | 50&10% |
| Giant | 40% |
| Monarch H. C. Co. | 70% |
| Pullman bronze | 70% |
| Pullman cop steel | 70&10&10% |
| Royal metal | 65&5% |
| Steel B. C. Co. | 70&10% |
| Steel, copperplated | 70% |
| Victor bronze | 70% |
| Victor steel | 75% |

Sash Cord & Weight Fastener

| | |
|------|-----|
| lyps | 40% |
|------|-----|

Sash Cord

| | |
|---------------------------|------------|
| Cable Laid Italian, " lb. | 16&18c |
| Cable Laid Russia, " lb. | 15c |
| Common India, " lb. | 10&10&10% |
| Patent Russia, " lb. | 14c |
| Patent India, " lb. | 12 1/2&13c |

Silver Lake:

| | |
|-------------------------|-----|
| A Quality, drab, " lb. | 40c |
| B Quality, white, " lb. | 35c |
| B Quality, drab, " lb. | 35c |
| B Quality, white, " lb. | 30c |

Sash Fasteners

| | |
|--------------------------|------|
| Imperial | 35&5 |
| Sash rollers | 70% |
| Ives casement fasteners | 40% |
| Champion | 50% |
| Monitor, steel | 25% |
| Shutter sheaves | 60% |
| Window screen sash lifts | 62% |

Sash Locks

| | |
|-------------------------------------|---------|
| Champion meeting rail | 50% |
| Champion slide | 60% |
| Ives' patent: | |
| Brass and Brass | 62 1/2c |
| Crescent | 50&10% |
| Iron | 62 1/2c |
| Window ventilating | 60% |
| Robinson pat. ventilating sash lock | 40% |
| Wrought bronze and brass | 55% |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural Implements

Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anti-Rust Tin Ware

Reed Mfg. Co., Newark, N. Y.

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

Augers and Auger Bits

John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

Automobiles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awnings

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes

National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease

Fraser Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil

Fraser Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal

Magnolia Metal Co., New York

Balances, Sash (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet Forks

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

Bells and Gongs

John H. Graham & Co., New York

Belt Dressing

Joe. Dixon Crucible Co., Jersey City, N. J.

Belt Punches

Sattley Stacker Co., Indianapolis, Ind.

Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries

Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Blocks, Tackle

Lane Bros., Poughkeepsie, New York

Boiler Feeders

N. A. Watson, Erie, Pa.

Bolt and Screw Cases

J. D. Warren Mfg. Co., Chicago

Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners

Cary Mfg. Co., New York

Box Hasps and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Boxes (Hardware)

J. D. Warren Mfg. Co., Chicago, Ill.

Braces, Carpenters

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets

E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Brick Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

Builders' Hardware

Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Bungs

John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales

John Chatillon & Sons, New York

Butchers' Tools

John Stortz & Son, Philadelphia, Pa.

Butchers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Bolt

J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets (Display)

J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Hardware

J. D. Warren Mfg. Co., Chicago, Ill.

Cabinets, Medicine

Udell Works, Indianapolis, Ind.

Calipers

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers

John H. Graham & Co., New York
A. F. Meiselbach & Bro., Newark, N. J.

Carpenters' Pencils

Joe. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Cases (Display)

J. D. Warren Mfg. Co., Chicago, Ill.

Cases (Screw & Bolt)

J. D. Warren Mfg. Co., Chicago, Ill.

Casters

Faultless Castor Co., Nebraska City, Neb.

Casters (Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Catalogue Cases

J. D. Warren Mfg. Co., Chicago, Ill.

Cement Rollers

John Stortz & Sons, Phila., Pa.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist

Joe. F. McCoy Co., New York.

Chain Pump Buckets

Henry C. Freshour, Bridgeport, Conn.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter

Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold

John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet

E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Clocks, Alarm

Western Clock Mfg. Co., La Salle, Ills.

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)

Pullman Mfg. Co., Rochester, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Conductor Pipe

American Steel Roofing Co., Middletown,

Contractors' Asphalt Tools

John Stortz & Sons, Philadelphia, Pa.

Cookers

Toledo Cooker Co., Toledo, Ohio.

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

Counters, Hardware

J. D. Warren Mfg. Co., Chicago, Ill.

Counters, Nail Bin

J. D. Warren Mfg. Co., Chicago, Ill.

Counters (Nail)

J. D. Warren Mfg. Co., Chicago, Ill.

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Joe. Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Beader, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery

Davies Automatic Shear Co., New York.

Cutlery, Pocket

John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Joe. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lamsan & Goodnow Mfg. Co., Shelburne Falls, Mass.
Joe. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Drawers, Hardware

J. D. Warren Mfg. Co., Chicago, Ill.

Drawer Pulls

Champion Safety Lock Co., Geneva, O.

Drawing InstrumentsKouffal & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.**Drawing Knives**C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.**Drills, Bench**Chandler & Farquhar, Boston, Mass.
(See Twist Drills)**Dry Goods Trucks**

Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters

Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Ears, Knobs and Handles

Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools

L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)

Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies

John H. Graham & Co., New York

Elevators

Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet PaperBaeder, Adamson & Co., N. Y., Phila.
Boston and Chicago**Emery Paper and Cloth**

Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels

Pike Mfg. Co., Pike, N. H.

Enamel Ware (Ten Cent)

Baltimore Stamping Co., Baltimore, Md.

Enamel Ware (Turquoise)

Reed Mfg. Co., Newark, N. Y.

Envelope and Stamp Lubricators

Pelouze Scale & Mfg. Co., Chicago

Export Agents

John H. Graham & Co., New York

Fans (Ventilating, Ceiling)D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.**Farm Fencing**New Jersey Wire Cloth Co., Trenton
and New York**Farming Tools**Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Faucets, Metal**

John H. Graham & Co., New York

Faucets, Wood

John Sommer's Son, Newark, N. J.

Fences (Steel Picket)

Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)

Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and IronEnterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.**Field Hoes**

Geneva Tool Co., Geneva, O.

FilesG. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.**Fillers, Wood**

E. E. Nice, Philadelphia, Pa.

FiltersBuffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.**Filters, Water**

N. A. Watson, Erie, Pa.

Fire ArmsAlfred Field & Co. New York
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.**Fireplace Fixtures**

Rostand Mfg. Co., Milford, Conn.

Fire PotsClayton & Lambert Mfg. Co., Detroit,
Mich.**Fishing Tackle**Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.**Flint Paper**

Baeder & Adamson Co., Phila. and N. Y.

Flintstone Enamel Steel Ware

Reed Mfg. Co., Newark, N. Y.

Floor PlatesAmerican Tube and Stamping Co.,
Bridgeport, Conn.**Food Choppers**

Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage

Columbus Bolt Works, Columbus, O.

Forks

American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.**Fruit Jar Wrenches**

Champion Safety Lock Co., Geneva, O.

Fruit Presses

Enterprise Mfg. Co. of Pa., Philadelphia

Frying Pan Lids

Kitchen Specialty Mfg. Co., Reading, Pa.

Furnace Shovels

Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")

Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands

Harold McCalla, Philadelphia, Pa.

Galvanized Ware

Reed Mfg. Co., Newark, N. Y.

Galvanized Wire

Fuller Bros. & Co., New York

Garden HoseVoorhees Rubber Mfg. Co., Jersey City,
N. J.**Garden Rakes--Steel**Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.**Garden Tools**Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Garden Trowels (Never Break)**

Avery Stamping Co., Cleveland, Ohio.

Garnet Paper

Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' SuppliesArmstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.**Gas Stoves**Taylor & Boggis Foundry Co., Cleve-
land, O.**Gauges, Butt**

Stanley Rule and Level Co., New York

Gimlets

C. E. Jennings & Co., New York.

Glass Cutters

W. L. Barrett, Bristol, Conn.

GlueBaeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago**Grade Finders**American Combined Level & Grade
Finder Co., Railroad, Pa.**Grain Cradles**Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Grain and Barley Forks**Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Graphite**

Jos. Dixon Crucible Co., Jersey City, N. J.

Grass HooksAm. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Grinders (Lawn Mower)**

Root Bros. Co., Plymouth, Ohio.

Gummers, Saw

Henry Disston & Sons., Phila., Pa.

GunsAlfred Field & Co., New York.
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.**Hack Saws (Sterling)**Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn**Hack Saw Blades, Sterling**Diamond Saw & Stamping Works, Buf-
falo, N. Y.**Hack Saws (Universal)**West Haven Mfg. Co., New Haven,
Conn.**Hair Felting**Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago**Halter Chains**

Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope

Covert Mfg. Co., Troy, N. Y.

HammersHenry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York**Hammers, Adz-Eye**Henry Cheney Hammer Co., Little Falls,
New York**Handles, Tool**Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.**Hangers, Barn Door**Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.**Hangers, Coat and Hat**

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall

Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door

Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, PipeBerger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.**Hardware Cabinets**

J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Cases

J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Mfrs' Agents, Etc.John H. Graham & Co., New York
Robert Murray, New York**Hardware Shelving**

J. D. Warren Mfg. Co., Chicago, Ill.

Hardware SpecialtiesEnterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
F. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleve-
land, O.**Harness Dressing**

Frank Miller Co., New York, N. Y.

Harness Oil

Frazer Lubricator Co., Chicago, Ill.

Harness Snaps

Covert Mfg. Co., Troy, N. Y.

Harness Soap

Frazer Lubricator Co., Chicago, Ill.

HatchetsFranklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.**Haws and Staples**

McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools

F. E. Myers & Bro., Ashland, Ohio

Hay ForksAm. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Header Forks**

Geneva Tool Co., Geneva, O.

HingesGriffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.**Hinges, Spring**Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago**Hoes**

American Fork & Hoe Co., Cleveland, O.

Hoist (Chain)

Jos. F. McCoy Co., New York.

Hoisting Machinery

Kimball Bros. Co., Council Bluffs, Ia.

Hones, RazorAlfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.**Hoof Oil**

Frazer Lubricator Co., Chicago, Ill.

Hook Racks

Udell Works, Indianapolis, Ind.

HooksBerger Bros. Co., Philadelphia
John H. Graham & Co., New York**Horse and Cattle Ties**Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.**Horse Clipping Machines**

Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails

Capewell Horse Nail Co., Hartford, Conn

Horse RaspsG. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.**Hose (Fire)**Voorhees Rubber Mfg. Co., Jersey City,
N. J.**Hose (Garden)**Voorhees Rubber Mfg. Co., Jersey City,
N. J.**Hose Pipe**

F. E. Myers & Bro., Ashland, Ohio

Hose RackSpecialty Mfg. Co., St. Anthony Park
Minn.**Hose, Rubber**F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.**Holders, Pillow Sham and Dust**Pan
E. E. Josef Mfg. Co., Buffalo, N. Y.**Ice Balances**John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago**Ice Chisels**

John Chatillon & Sons, New York

Ice Cream FreezersJohn H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.**Ice Picks**John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York**Ice Tools**John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
John Storrs & Son, Phila., Pa.
L. & I. J. White Co., Buffalo, N. Y.**Injectors**

N. A. Watson, Erie, Pa.

Injectors, Excelsior

N. A. Watson, Erie, Pa.

Ironing Boards

Tyrone Ironing Board Co., Tyrone, Pa.

Iron EnamelNickel Plate Stove Polish Co., Chicago,
Ill.**Iron and Steel**

Harold McCalla, Philadelphia, Pa.

Iron WorksEnterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.**Jack Chains**Smith & Egge Mfg. Co., Bridgeport,
Conn.**Job Lots**

Chas. Welland, New York, N. Y.

Kitchen CutleryLamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.**Knife Sharpeners**

Pike Mfg. Co., Pike, N. H.

Knives

National Cutlery Co., Detroit, Mich.

Ladders, FoldingBerger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.**Ladders (Rolling)**

Bicycle Step Ladder Co., Chicago, Ill

Lamps, Bicycle

John H. Graham & Co., New York

Lard Presses

Enterprise Mfg. Co. of Pa., Phila.

Lawn FencesEnterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.**Lawn Mower Grinders**

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Kuffel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O

Ox Yoke and Bows

Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber

Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints

Joe. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Paving Tools

John Stortz & Sons, Phila., Pa.

Patents

Davis & Davis, New York

Pencils

Joe. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Pocket Knife Tool Kit

U. J. Ulery, New York, N. Y.

Polish, Stove

Joe. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ill.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Postal Scales

Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Joe. Rodgers & Sons, New York and
Sheffield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York

Reamers

C. E. Jennings & Co., New York

Reels, Wood

John Sommer's Son, Newark, N. J.

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co. Philadelphia

Reversible Nippers

The Nettleton Mfg. Co., Middletown, Conn.

Revolvers

Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Riveters

F. H. Smith Mfg. Co., Chicago, Ill.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels

Geo. P. Clark Co., Windsor Locks, Conn

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Kuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adamson & Co., New York,
Philadelphia, Boston and Chicago

Sash Balances, (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)

Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Sash Ribbon and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Cincinnati, Ohio.
Henry Dieston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Clamps

C. W. Cardwell Mfg. Co., Jamaica, N. Y.

Saw Gummers

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Cases

J. D. Warren Mfg. Co., Chicago, Ill.

Screw Drivers

The Ducharme Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Sectional Shelving

J. D. Warren Mfg. Co., Chicago

Seals

Schwerdtle Stamp Co., Bridgeport, Conn

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Shelving, Hardware

J. D. Warren Mfg. Co., Chicago, Ill.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

Piqua Bracket Co., Piqua, Ohio

Shot Guns

Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprise Mfg. Co. of Pa., Phila.
Henry Disston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Specialties, Hardware and Household**
Parks & Parks, Troy, N. Y.
- Special Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila, Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Springs, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
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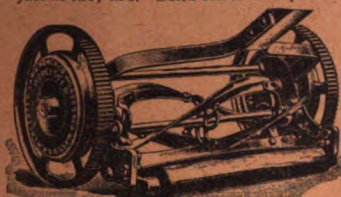
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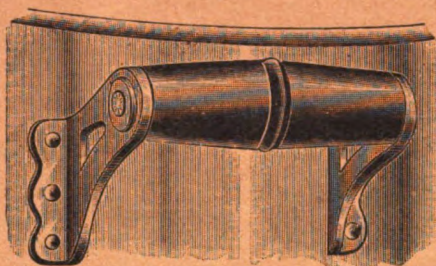
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Vol. XXXIII

No. 5

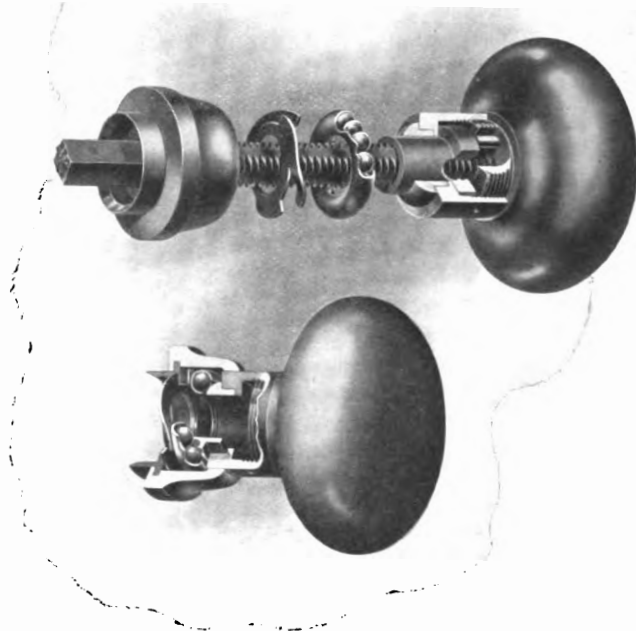
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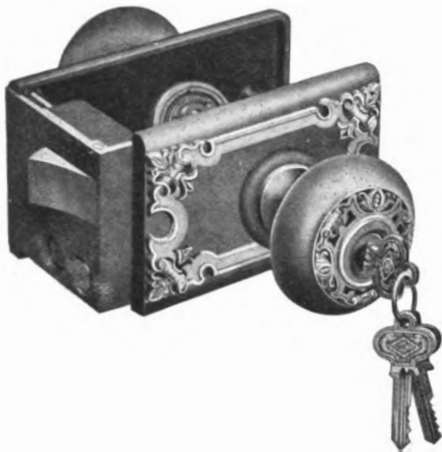


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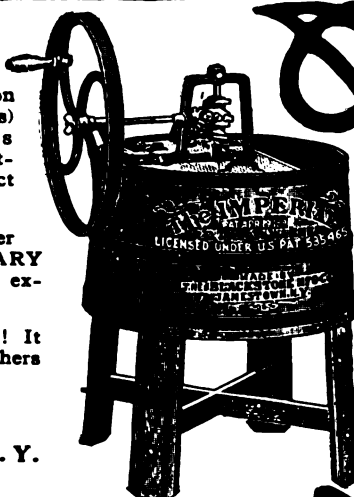
This is unfortunate for other washers; the IMPERIAL ROTARY still gives more satisfaction than is expected.

You ought to have our catalogue! It shows the most complete line of washers on the market.

BLACKSTONE MFG. CO.

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Established 1871.



Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

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NOW IS THE TIME.

Don't wait until tomorrow but write at once for the exclusive agency for the
ROYAL BLUE WASHING MACHINE

Finished in natural color of wood. Hoops and castings painted with Royal Blue Enamel.

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Improved Quick and Easy
Rising Steam, Electric
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Agent for Atlantic Screw Works.
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IRON AND STEEL
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HARDWARE SPECIALTIES
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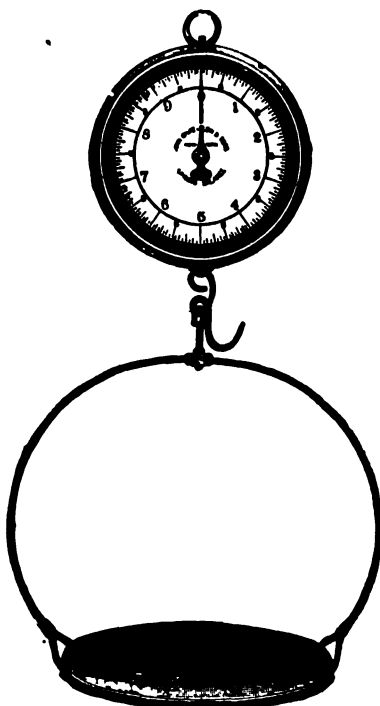
Our catalog tells
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Best mowers at
any price.



**GLOBE LAWN
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CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

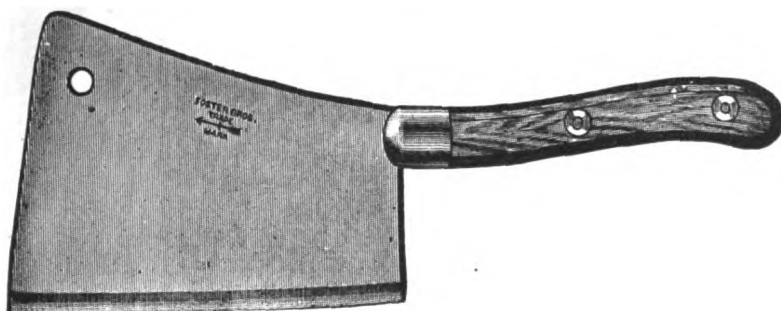


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

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JOHN CHATILLON & SONS, New York City.

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TAILORS' SHEARS,
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BEST IN THE WORLD

R. HEINISCH'S SONS CO.

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New York Office and Salesroom, 155 Chambers St.

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WAYNE WASHERS SOLD Up to the Present Time
And increasing at the rate of 300 per day.—What more evidence
do you want to convince you that Wayne Washers are the best to sell?

WE Know It's a
"WINNER"

Because it possesses
everything to make
It a "WINNER"

FIRST—It has fewer
parts in its construction
than any other rotary,
and Every one knows the fewer
parts there are in the con-
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the easier it will work and
the less liability there is to
wear and get out of order.

The appearance of the
"WINNER" is different
than any other machine
upon the market. The tub
is finished in the natural
wood, with green bronze
hoops, green enamel hand
wheel, and the gearing in
gold bronze; the combina-



WAYNE WASHERS
Klean Clothes

tion making the most beau-
tiful appearing machine
upon the market. We are
also using a special prepara-
tion in connection with
the finishing of our tub—
which holds the varnish to
the surface and retains the
lustre for all time. You
will not find this finish on
any other washing machine
made.

We also use the detach-
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away with the necessity of
throwing away the entire
machine in case the leg
becomes broken.

Simplicity—Quality—Ap-
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your money, are all posses-
sions of the "WINNER."
Order a sample from our
jobber or direct from us,
and we will leave the rest
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Experiments are costly—why not sell your Trade an article of demonstrated usefulness?

The "Cleveland" Lawn Weeder

"Quality first always." A Hardware Staple, Malleable Castings, Crucible Steel Blades,
Varnished Hardwood Handle.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF

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Has had neither equals nor superiors in the manufacture of

Carving Knives
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Razors, Hunting
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THE WHITE LINE IS THE RIGHT LINE



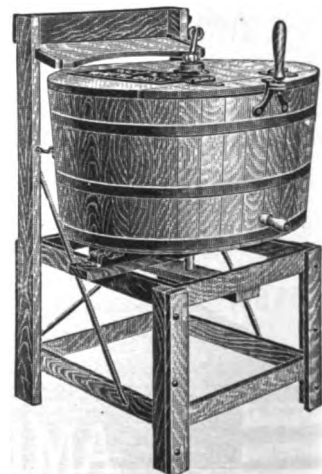
Highest Speed, Easiest Running
and most Durable Washer Made

WHITE LILY WASHERS
WASH LILY WHITE



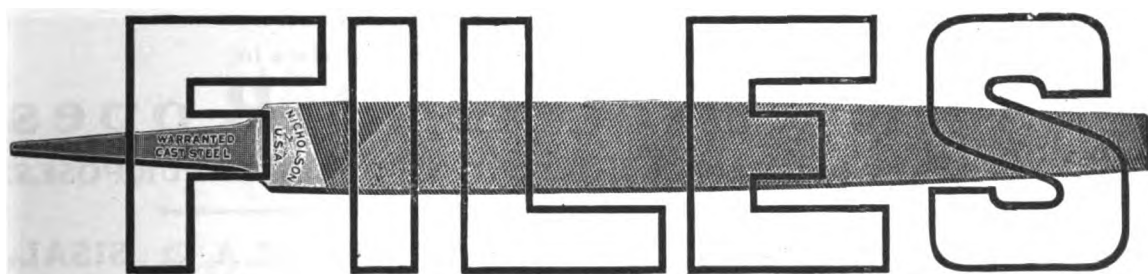
The only Ball Bearing Rotary
Washer on the Market

THE WHITE ROSE IS
WITHOUT A COMPETITOR

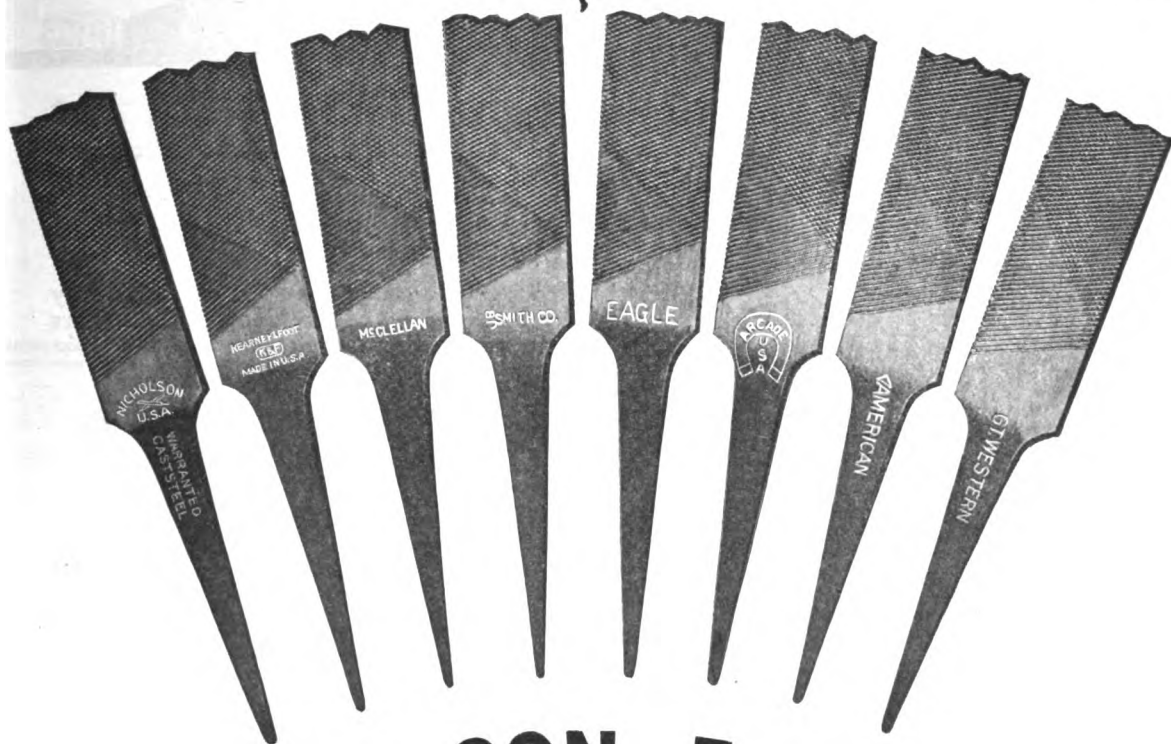


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This Complete Line sold to One
Dealer in Each Town : : :
WRITE FOR EXCLUSIVE AGENCY.

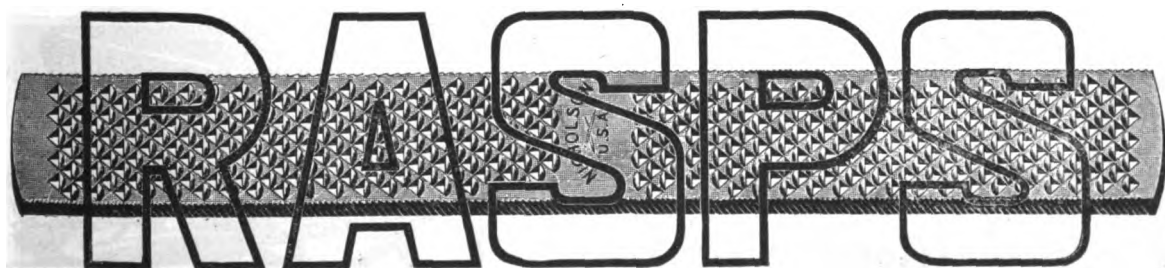
WHITE LILY WASHER CO.,
TOLEDO, OHIO. DAVENPORT, IOWA.

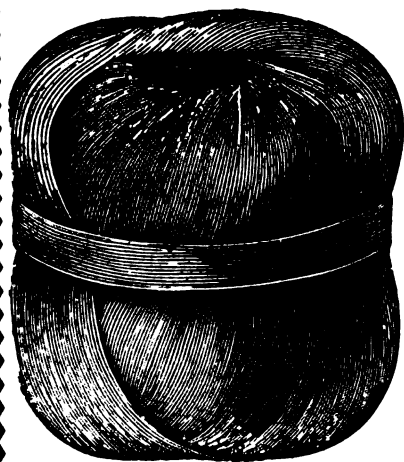


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Manufacturers of and Dealers in

Twines and Ropes

For WRAPPING, SEWING and BALING PURPOSES.

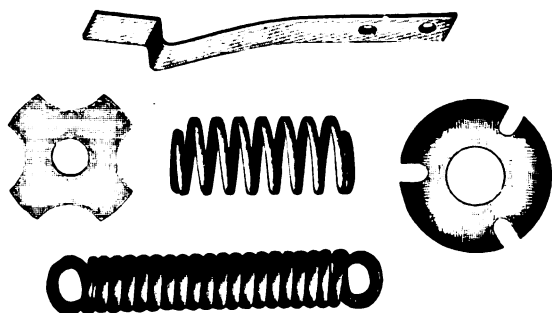
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We manufacture high grade mechanical Rubber Goods only.

Our goods are excellent in quality which make them excellent sellers everywhere.

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for that very reason.

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VOORHEES RUBBER MFG. CO.
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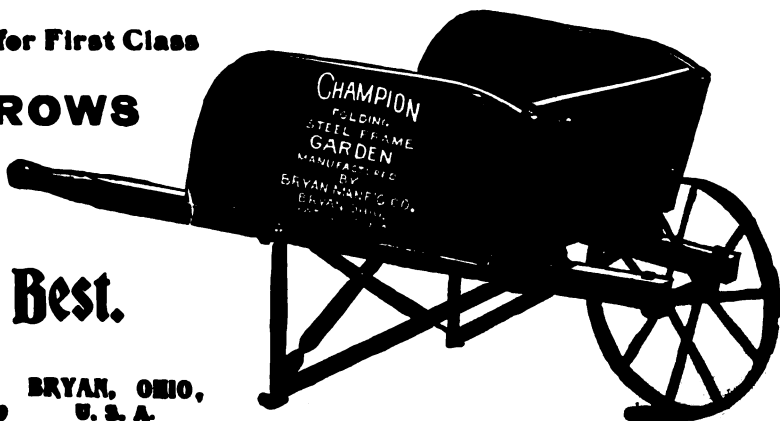
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Champions, the

All Kinds of Wood and
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World's Best.

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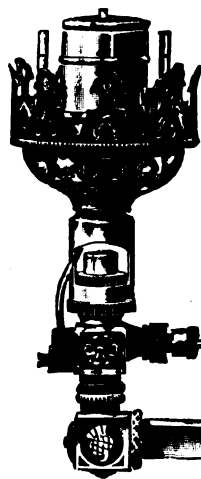


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Nails and Wire
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Are you sure there are not more profits in your business? If you want to know what the Dixon Company can offer you in the way of substantial, yet attractive and profitable products get their free catalogue 54-K. : : : : :

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*You take no risk on the quality.
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Sand Papers } **Flint Paper**
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"AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one Freezer.

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THE BEST ICE CREAM FREEZERS in practical use, because convenient, compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce smoothly frozen creams or deserts with little bother and less work.

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Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



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Superior to Castor Oil; lasts longer, and will not gum.

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Best Cutlery in the World.
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AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



"LOADS OF FUN"

FOR

THE SMALL BOY

In Your Town

The moment he gets hold of an "IRISH MAIL" car that's as safe as a cradle; that can't up-set because it's geared, like an automobile—built on low, broad lines.

The "IRISH MAIL" is rubber-tired—smooth running—the most substantial vehicle for children.

The "IRISH MAIL" is the only geared car on the market and puts all other "just-as-good" cars in the shade.

If it's Dollars you're after, Mr. Dealer, 'twill pay you twice over to stock up with the best line of children's vehicles—the

"IRISH MAIL"

LINE: "IRISH MAIL"—"FLYING DUTCHMAN"
FRENCH MOBILE---KATY-FLYER---HOTTENTOT

and others, because we shall advertise the "IRISH MAIL" Line in Magazines, with millions of readers, in June, which is bound to add greatly to the popularity of the "IRISH MAIL" Line and to your purse and ours.

Get in line—get our catalogue and prices. Put in your sample order to meet the demand, for there will be

Loads of Money

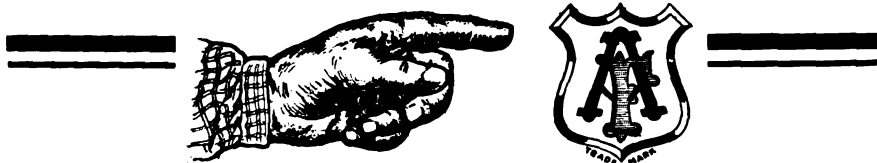
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DEALER!

HILL-STANDARD MFG. CO.,
680 IRISH MAIL AVENUE,
ANDERSON, IND.



Patented—Geared For
Speed—Can't Upset

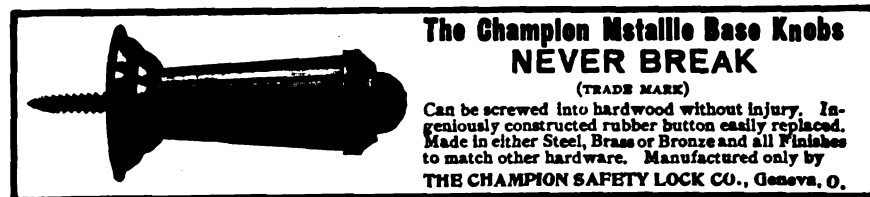


THAT'S YOUR GUARANTEE AND PROTECTION

All GENUINE Armstrong stocks and dies, every Armstrong pipe vise and wrench, every Armstrong pipe cutting and threading machine, is fully guaranteed as to accuracy of workmanship and excellence of materials. Look for the trademark and, for your own protection, accept none that do not bear it.

Complete 48 page catalogue and dealer's prices upon request.

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The Champion Metalle Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all finishes to match other hardware. Manufactured only by THE CHAMPION SAFETY LOCK CO., Geneva, O.

Every Hardware Dealer

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We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
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If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.

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1906
AT HAND

Advertising and Display Matter
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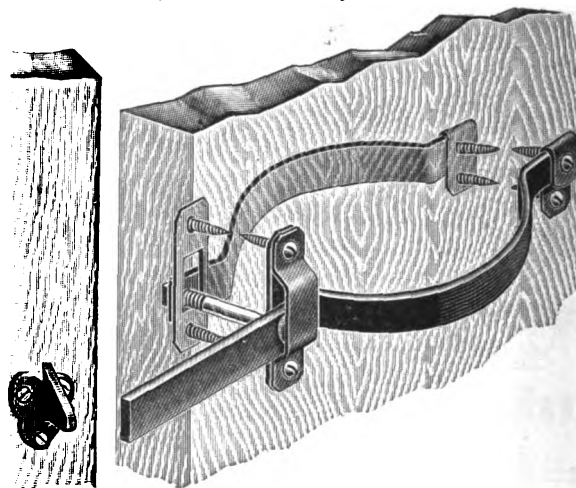


Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.
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Falkenhainer's Superior ... STEEL ... BARN DOOR LATCH



Durable Simple Handy

NOTE ITS ACTION:

It Pulls Against The Door

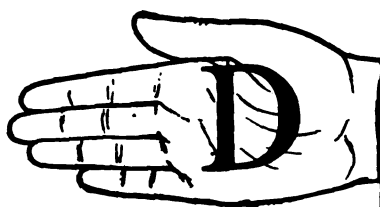
whether opening the door from the outside or closing it from inside, there is no strain whatever on the screws.

Write us for descriptive circular and prices.

FALKENHAINER & CO.

SOLE MANUFACTURERS

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LOOK TO OUR TRADE MARK ON THE PERFECT NAIL SET

It protects you against imperfection. The "Perfect"



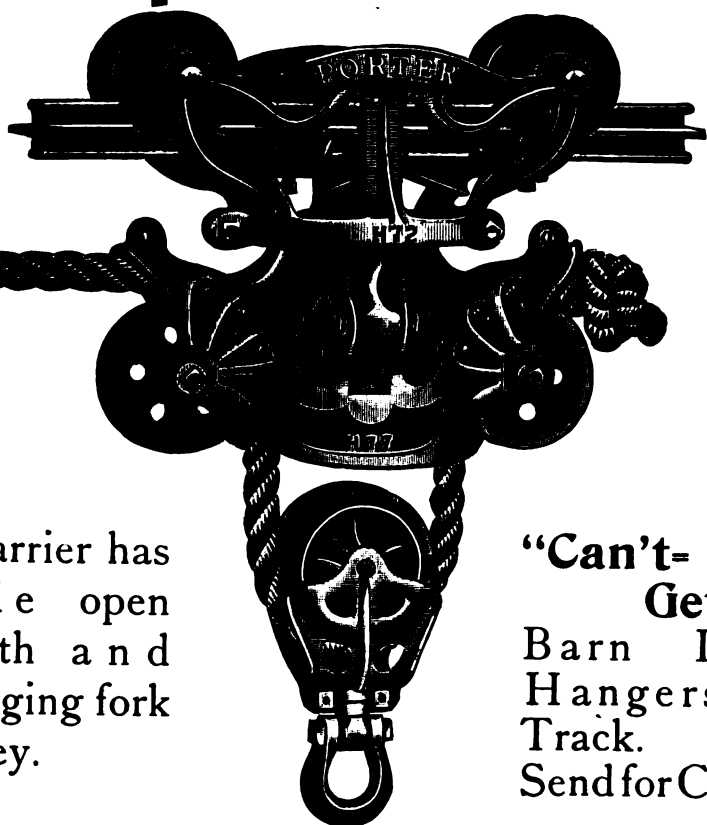
Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.

N. Y. Representative, JOS. F. MCCOY CO., 157 Chambers St., N. Y.

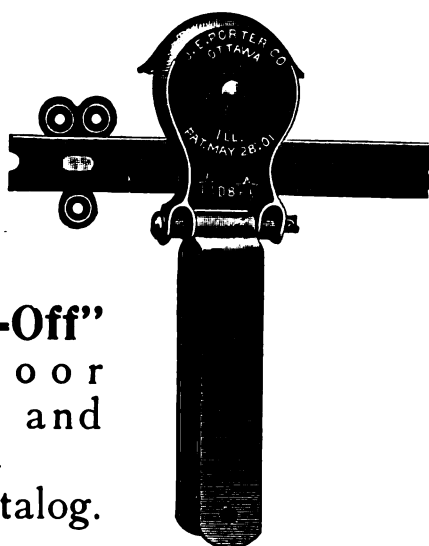
Will stand
more wear
and tear
than any
other.

"MEADOW KING"



Carrier has wide open mouth and swinging fork pulley.

"Can't-
Get-Off"
Barn Door
Hangers and
Track.
Send for Catalog.



J. E. PORTER CO., Ottawa, Illinois



Cabinet Assortment

5 1/2 inch Rococo Dial. Height 17 inches
Oak or Walnut

8 Day, Half-hour Strike, Cathedral Bell,
Packed three in a Box, for } \$4.95 Net

"ALWAYS
SOMETHING SPECIAL"

"Exclusive Patterns"

H. BEALMEAR & CO.,

CLOCKS, BRONZES, CUT GLASS,
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DISTRIBUTORS OF

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SILVALUSTA SILVER POLISH
234-236 PARK AVENUE,
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The Opportunity is Yours!

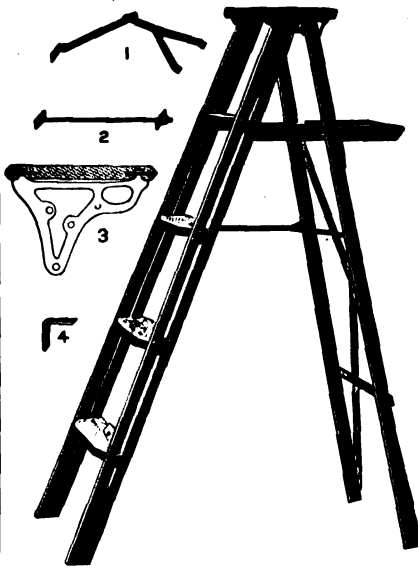
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Is Best**

HARDWARE

A Step Ladder That Will Not Walk

Is a New Addition to

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This "Unique" ladder is the latest and best ladder that has ever been offered to the trade. The enormous sales made each day prove that it is taking preference over all others on the market.

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Just send a postal for this new Catalog.
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222 W. 28th St., INDIANAPOLIS, IND.

LDT'S WIFE TURNED THEN STAYED THERE FOREVER

Most casters do the same thing.

EXCEPTING
THE FAULTLESS



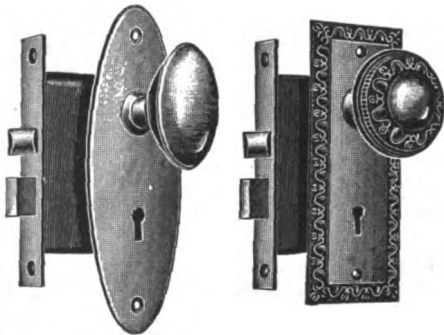
Here is the turning point reducing friction to minimum.

**THE CASTER THAT
NEVER REFUSES TO TURN**

HIGHEST AWARD OVER ALL, WORLD'S FAIR 1904 for Wood, Iron and Brass Beds and all kinds of furniture, with Wood, Iron, Brass, Leather and Insulator (Glass) Wheels.

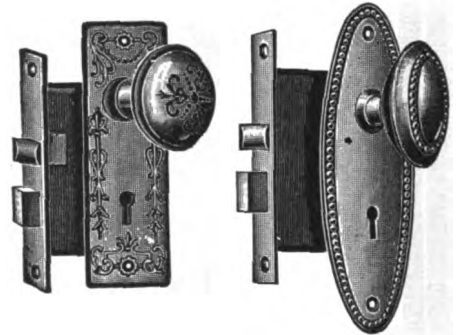
FAULTLESS CASTER CO.,
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You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



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MANUFACTURES

THE ROEBLING STANDARD WIRE BATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, 117 and 119 Liberty Street, 171 and 173 Lake Street, 25 and 27 Freemont Street,
NEW JERSEY. NEW YORK. CHICAGO. SAN FRANCISCO.

JOBBER OF HARDWARE



HIBBARD, SPENCER, BARTLETT & CO.
STATE STREET BRIDGE
CHICAGO

Are you ready for
the Spring Trade?



Cement Jointer.

Complete Line

Write for Catalogue.

JOHN STORTZ & SON

Manufacturers

216 Vine St.

Phila., Pa.

**Cement
Workers,
Paviors
and Con-
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Tools.**

Low Prices.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

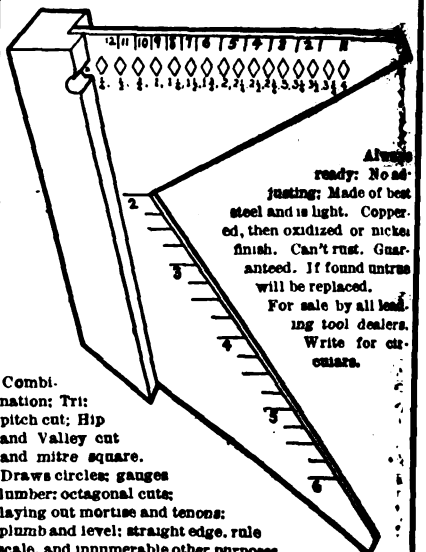
AMERICAN TOOL CHEST CO.

200 West Houston St., New York, U. S. A.

The New Universal Square

"New Style"—Made in 3 Sizes

No. 6—8 Inch. No. 10—10 Inch. No. 12—12 Inch



Combination: Tri-

pitch cut; Hip

and Valley cut

and mitre square.

Draws circles; gages

lumber; octagonal cuts;

laying out mortise and tenons;

plumb and level; straight edge, rule

scale, and innumerable other purposes.

To operate, you simply reverse it from side to side.

It marks $\frac{1}{4}$ inch on one side and $\frac{1}{8}$ inch on the other.

The Doby & Shinn Mfg. Co., Inc.

Office and Works, 34 E. 29th St., N. Y. City

Federal Bench Shear



Strong, compact and well made. Cuts sheets or bars to 3-16 in. thickness. Stands 8 in. high. Weighs 30 lbs. Send for circular.

CHANDLER & FARQUHAR CO.,

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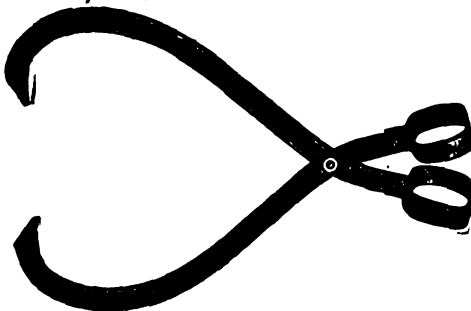
THE FANNER MFG. CO.,

CLEVELAND, OHIO.

FAMILY ICE TONGS.

EITHER

Tinned or Japanned



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

Take off your hat to the Myers!
BEST PUMP ON EARTH.

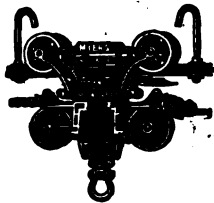


Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS

and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.
Aluminum Finish.

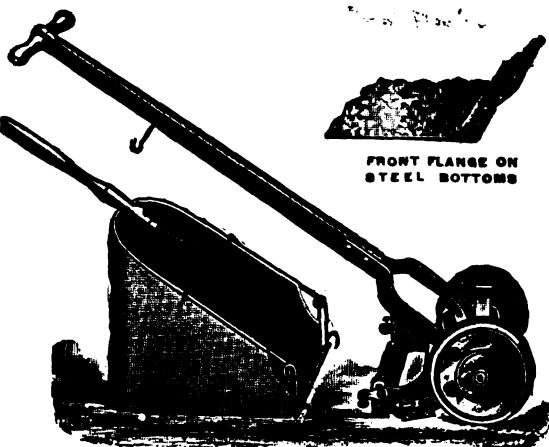
O. K. Stay-on
Door
Hanger.



Flexible.

F. E. MYERS BRO., ASHLAND, OHIO.

EASY EMPTYING GRASS CATCHERS



FRONT FLANGE ON
STEEL BOTTOMS

are now made with

Galvanized Steel Bottoms

having adjustable Front Flange, as well as with regular duck bottoms. Made in two sizes, which fit any size or make of lawn mower and are guaranteed to give entire satisfaction.

Sold through Hardware Jobbers.



Manufactured by

The Specialty Mfg. Co.

St. Anthony Park, Minn.



Anyone sending a sketch and description may quickly ascertain our opinion free whether an invention is probably patentable. Communications strictly confidential. HANDBOOK on Patents sent free. Oldest agency for securing patents. Patents taken through Munn & Co. receive special notice, without charge, in the

Scientific American.

A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year; four months, \$1. Sold by all newsdealers. **MUNN & Co., 361 Broadway, New York**
Branch Office, 625 F St., Washington, D. C.

PATENTS

procured promptly and with care in all countries. Also trade marks and copyrights.

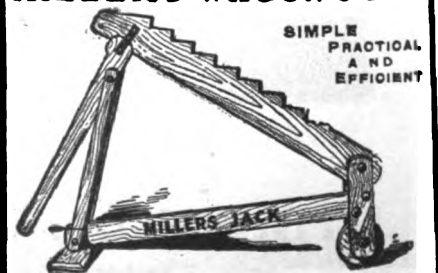
DAVIS & DAVIS

ATTORNEYS-AT-LAW.

WASHINGTON, D. C.

St. Paul Building, NEW YORK.

MILLER'S WAGON JACK



SIMPLE
PRACTICAL
AND
EFFICIENT

If not handled by your Jobber we will supply your order. Manufactured by **J. V. HANKINSON, FRANKLIN, O.**
Successor to Theo. F. Miller, Jr.

Pruning Shears

NEW FEATURES:

LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

The Cronk &
Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes

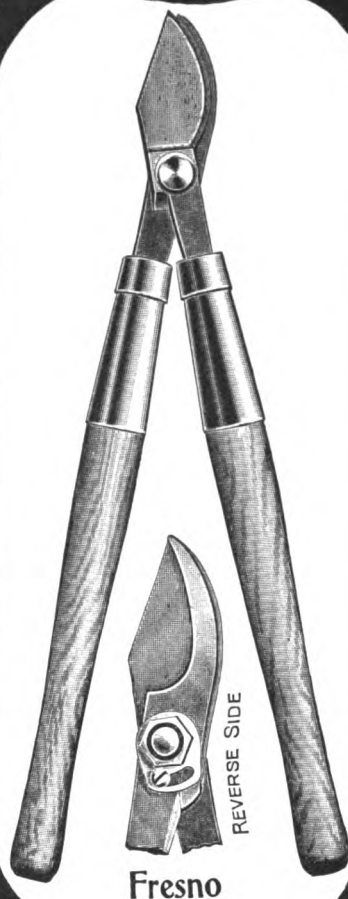
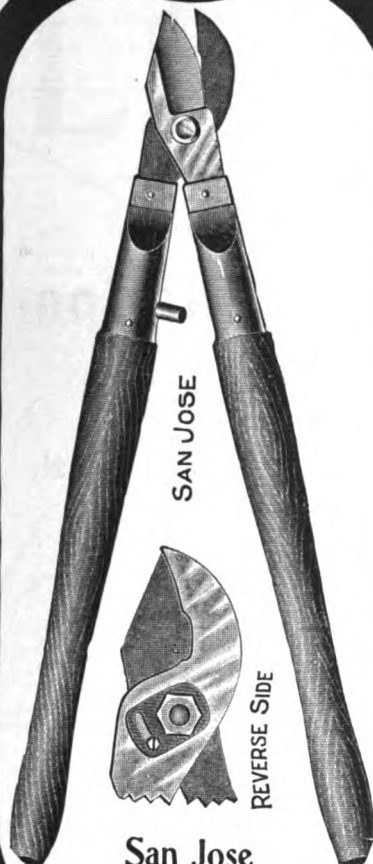
Garden Mattocks

Garden Hoes

Write for

1906

Catalogue.



COATES CLIPPERS

MANUFACTURED BY

Coates Clipper Mfg. Co.

A complete line of

Barbers', Toilet,
Hand and
Power Clippers

Also

Electric Grooming
and
Clipping Machines

Prices quoted on request.

SELLING AGENTS

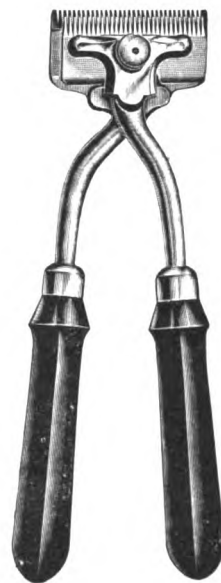
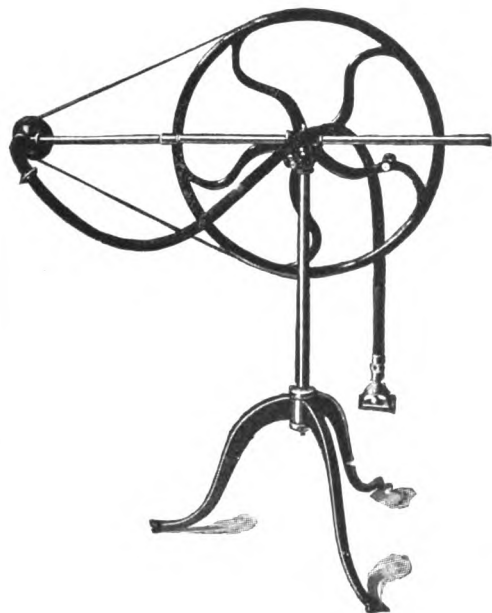
JOHN H. GRAHAM & CO.,

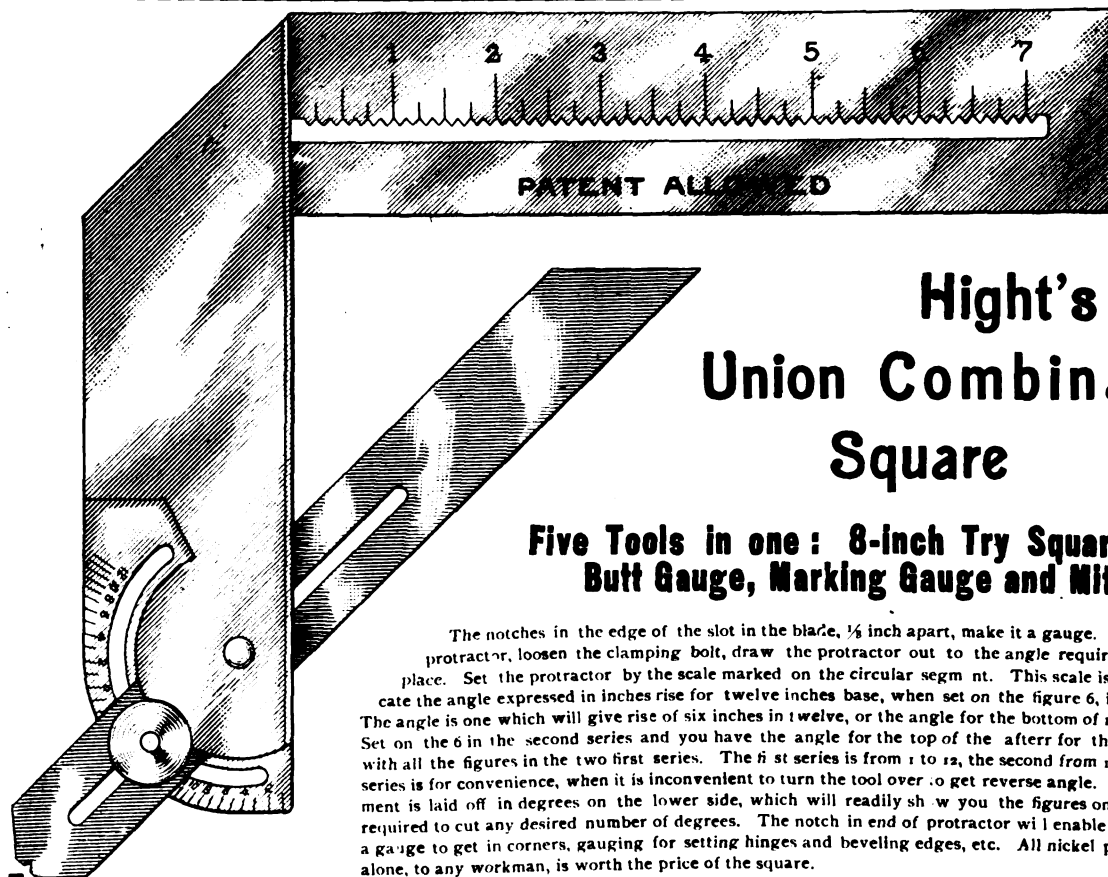
113 CHAMBERS STREET,
NEW YORK.

118 to 122 Holborn, London E. C., England.

123 California St., San Francisco, Cal.

Copenhagen (Freeport).





Hight's Union Combination Square

**Five Tools in one: 8-inch Try Square, Bevel,
Butt Gauge, Marking Gauge and Mitre**

The notches in the edge of the slot in the blade, $\frac{1}{8}$ inch apart, make it a gauge. To use the bevel protractor, loosen the clamping bolt, draw the protractor out to the angle required, and clamp in place. Set the protractor by the scale marked on the circular segment. This scale is marked to indicate the angle expressed in inches rise for twelve inches base, when set on the figure 6, in the first series. The angle is one which will give rise of six inches in twelve, or the angle for the bottom of rafter for $\frac{1}{4}$ pitch. Set on the 6 in the second series and you have the angle for the top of the eave for the same pitch. So with all the figures in the two first series. The first series is from 1 to 12, the second from 12 to 1. The third series is for convenience, when it is inconvenient to turn the tool over to get reverse angle. The circular segment is laid off in degrees on the lower side, which will readily show you the figures on a square with 12 required to cut any desired number of degrees. The notch in end of protractor will enable it to be used for a gauge to get in corners, gauging for setting hinges and bevelling edges, etc. All nickel plated. The scale alone, to any workman, is worth the price of the square.

The best tool of its kind on the market. A quick seller.

A. W. HIGHT, Box 17, Station C, Toledo, O.

AZURELITE LIMONITE

*The Heaviest
of Enamel Ware*

The **Azurelite** is marbled, a rich blue and white—hard and clean as glass.

The **Limonite** is a dark glossy brown, heavily flecked with white.

**THE ENTERPRISE
ENAMEL CO.**
BELLAIRE, OHIO.

BACK DOOR Business Methods

and unfair competition can't win in the end. So don't be even an unwitting accessory in selling an inferior oil made to imitate

3 in One

in every possible way, style of carton advertising, etc.



If you're uncertain about helping "3 in One" don't help the pirates. "3 in One" will meet any honest competition in a fair open fight and be happy with your decision. But when underhanded methods are resorted to we want to warn you that we can and will enforce our rights in the U. S. Courts—do you know that the dealer who sells an infringing article is equally liable with the man who makes it?

G. W. GGLE COMPANY,
141 Broadway, New York City

"LITTLE GIANT" FLOOR SCRAPER



"LITTLE GIANT" IN OPERATION.

The only practical tool for scraping hard wood floors.

Being used in all the cities where progressive builders appreciate the saving of time, money and labor.

Fills a long felt want and will displace every other method wherever introduced.

Immense sales already insure a constant and growing demand for this tool. Accepted by the trade as the most successful invention ever offered for this work.

Your stock is not complete without this tool. Be first to handle it in your city and reap the benefits of your foresight.

Our guarantee with every machine.

PRICE COMPLETE

F. o. b.

Chicago

or

New York.

\$65.⁰⁰

EDMUNDS MFG. Co.

Builders and Contractors

MANUFACTURERS OF FINE INTERIOR
FINISH, WAINSCOT, SIDING, ETC.

FACTORY AND OFFICE: TELEPHONE
CHICAGO, ILL. 1000

A. EDMUNDS, PRES. AND TREAS.
O. L. WEST, SECR.

CHICAGO, May 5th, 1906. 190

Hurley Machine Company.

153 to 159 S. Jefferson Street,

Chicago.

Gentlemen:--

We enclose herewith check for \$390.00 for the six (6)
"Little Giant" Floor Scrapers delivered to us at the new Marshall
Field Retail Building.

They are doing excellent work -- better than any way we
have ever tried and at a considerably less cost. We are very much
pleased with them.

Respectfully yours,

EDMUNDS MANUFACTURING CO.

Per. *West*

Send for lists and discounts.

HURLEY MACHINE COMPANY

153-159 So. Jefferson St.
CHICAGO

1010 Flatiron Bldg.
NEW YORK

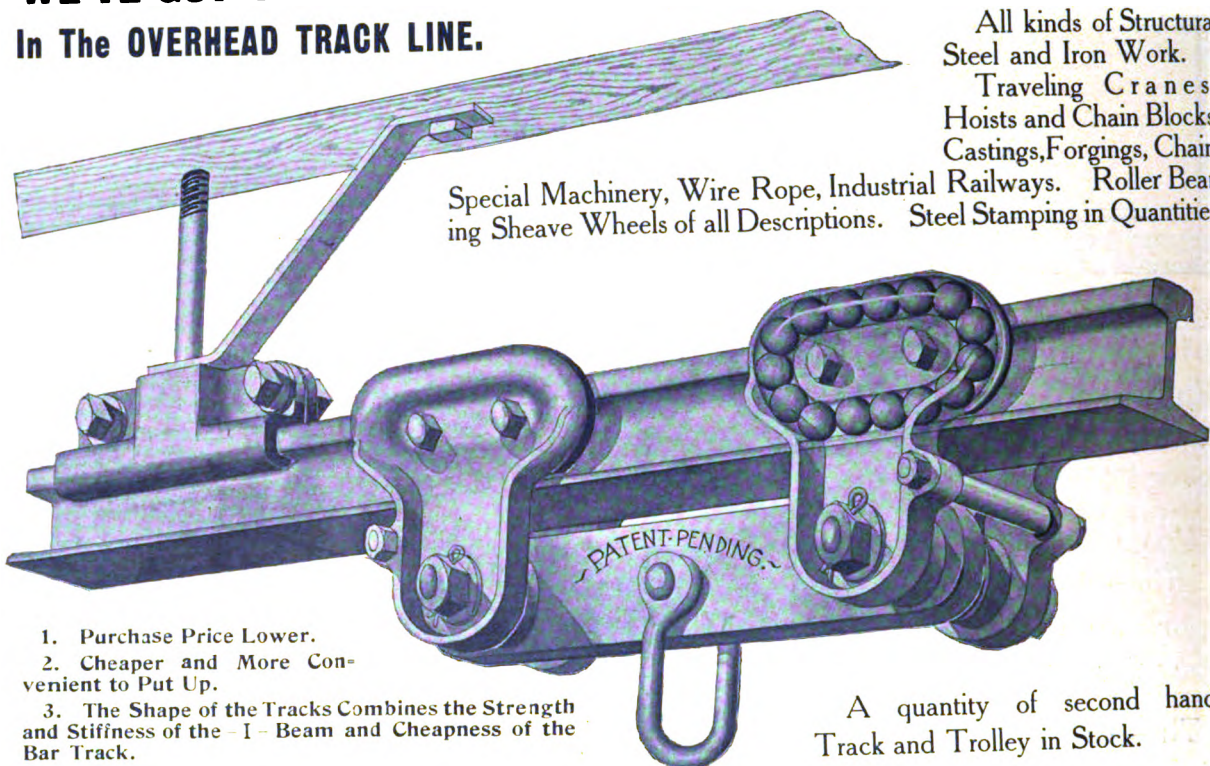
WE'VE GOT 'EM ALL BEAT!
In The **OVERHEAD TRACK LINE.**

The Latest And Best Thing Out

All kinds of Structural
Steel and Iron Work.

Traveling Cranes,
Hoists and Chain Blocks,
Castings, Forgings, Chain,

Special Machinery, Wire Rope, Industrial Railways. Roller Bearing
Sheave Wheels of all Descriptions. Steel Stamping in Quantities.



1. Purchase Price Lower.
2. Cheaper and More Convenient to Put Up.
3. The Shape of the Tracks Combines the Strength and Stiffness of the I-Beam and Cheapness of the Bar Track.

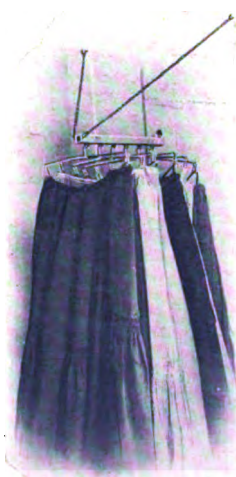
A quantity of second hand
Track and Trolley in Stock.

Estimates Given on Systems of this Kind with Switches, Curves and Turntables.
Response to Inquiries by Return Mail.

G. & W. MFG. CO.

26 Cortlandt St., New York.

THE FAULTLESS SYSTEM



PRACTICAL

SPACE-SAVING

ECONOMICAL

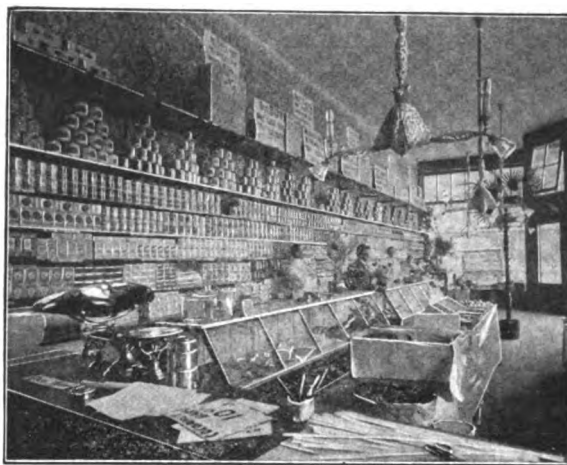
COMPLETE WARDROBE SETS

Send For Catalog

DELTA MFG. CO., - - - - - 150 NASSAU ST., N. Y.

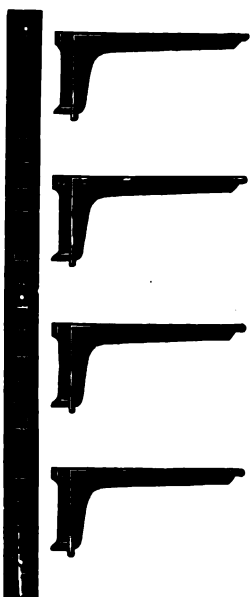
"Everything In Apple-Pie Order"

Is the "order of the Day" in every down-to-date store in the land—hardware stores included.



PIQUA SHELF BRACKETS

Not only make an orderly arrangement of your goods possible so that your customers can see them and be attracted by them, and you, Mr. Dealer, can get at them more easily : : : : : : : :



But---

Piqua Brackets, Adjustable or Fixed give at least

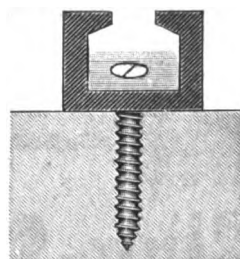
30% More Room

If crowded for room—don't build a larger store—don't move—try Piqua Brackets first.

Piqua Brackets are the best and cheapest Adjustable Brackets on the market, and we can prove it.



Nothing attracts so many women customers as a neat, orderly and attractively arranged store. Look well to these women customers. You can win and keep their trade by displaying the goods for the household on Piqua Brackets. 'Twill pay you twice over.



Catalog H for Hardwaremen tells of number of brackets required; how to install them, etc. Send for it to-day.

THE PIQUA BRACKET CO., Piqua, Ohio.



40
Years
Experience

In the manufacture of Seeders has put our line of Seeders:

**"The Cyclone"—"The Chicago"
"The Cyclone Jr"—"Little Wonder"
"Chicago Steel Bow"—and
"Champion Jr"—at the head of the procession**

They are practical—convenient—perfect and simple in operation.

All our Seeders sow evenly, economically and quickly—any kind of grain or grass.

Be Wise: Keep them in stock. Display them. One customer sold 448 machines in 3 seasons

Send for prices and catalog to-day.

CYCLONE SEEDER CO.,
URBANA, IND., U. S. A.



BUGS

"Slug-Shot"

Enjoys the highest reputation for reliability in killing Currant Worms, Potato Bugs, Cabbage Worms, Lice, Slugs, Sow Bugs, etc., and is also strongly impregnated with fucicides.

Put up in Popular Packages

Slug Shot is the best, and the best selling Bug Killer on the market.

A sample order of it will convince you quicker than a barrel of talk.

Sold by Seed Dealers and Merchants

Hammond's Slug Shot Wks.
Fishkill-on-Hudson, N. Y.

C. C. C. Saw Clamp

Pat. U. S. Feb. 20, 1906; Canada, April 3, 1906.
Other Foreign Patents Pending.

Is the latest, lightest and best Saw Clamp on the market.

Best For Wood Workers

because it only weighs about a pound, is simple in construction, durable and efficient. Can be carried in the pocket.

Frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files. It's noiseless in operation.

PRICE 75 CENTS.

Send for further particulars and discounts. Mention **HARDWARE**.

C. W. Cardwell Mfg. Co.
JAMAICA, N. Y.

Merchants Make Money

Who spend money. Merchants who spend money for improvements and have the nicest stores do the business.

And the best improvement that can be made in any store is to put in Milbradt's Rolling Step Ladders.

Address

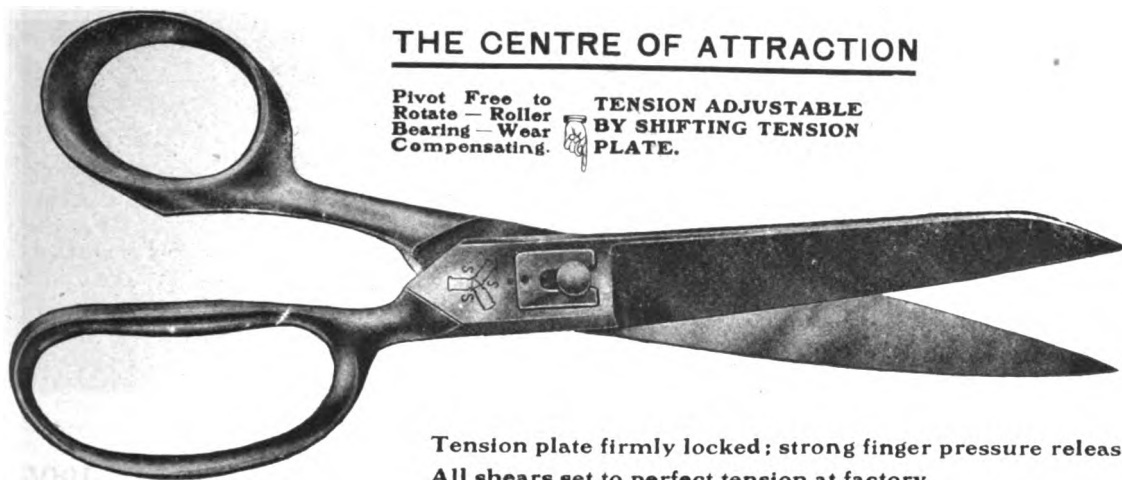
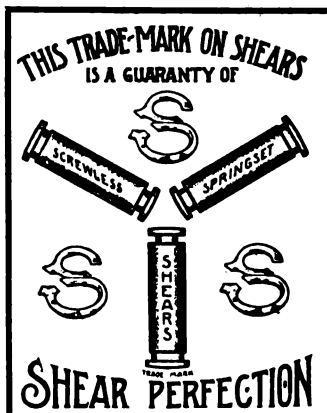


MILBRADT MFG. CO., 1445 N. 8th St.
ST. LOUIS, MO.

SCREWLESS SPRINGSET SHEARS AND SCISSORS

Are a scientifically constructed cutting tool, and NOT a pair of blades clumsily put together with a screw. Consequently **SCREWLESS SPRINGSET SHEARS** are everything that a screw-connected shear is not. They are always in order; never wear loose; are self-sharpening; blades held together with perfect tension throughout their cutting length; always the same easy, smooth, pleasant action.

Perfectly simple in construction---
simply perfect in operation.



THE CENTRE OF ATTRACTION

Pivot Free to
Rotate — Roller
Bearing — Wear
Compensating.

TENSION ADJUSTABLE
BY SHIFTING TENSION
PLATE.

Users of the
"SCREW-
LESS"
know what
real comfort
in using
shears
means.

Tension plate firmly locked; strong finger pressure releases it.
All shears set to perfect tension at factory.

TENSION WASHER

Forms Plate—lock and tension head.
NEATEST FINISH OF ANY SHEAR
CONNECTION.

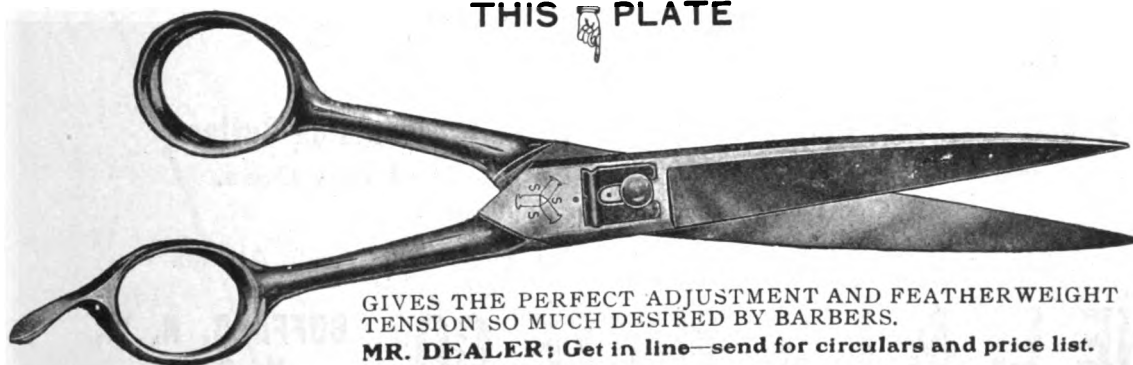


Best quality
steel-laid
blades;
finest tem-
per. Every
shear FULLY
GUARANTEED

NO MORE

twisting of shear handles to hold the cutting edges together; no more painful cramping of hand to guide the shears aright. Simply close the handles and guide the blades—the shears do the cutting automatically.

THIS PLATE



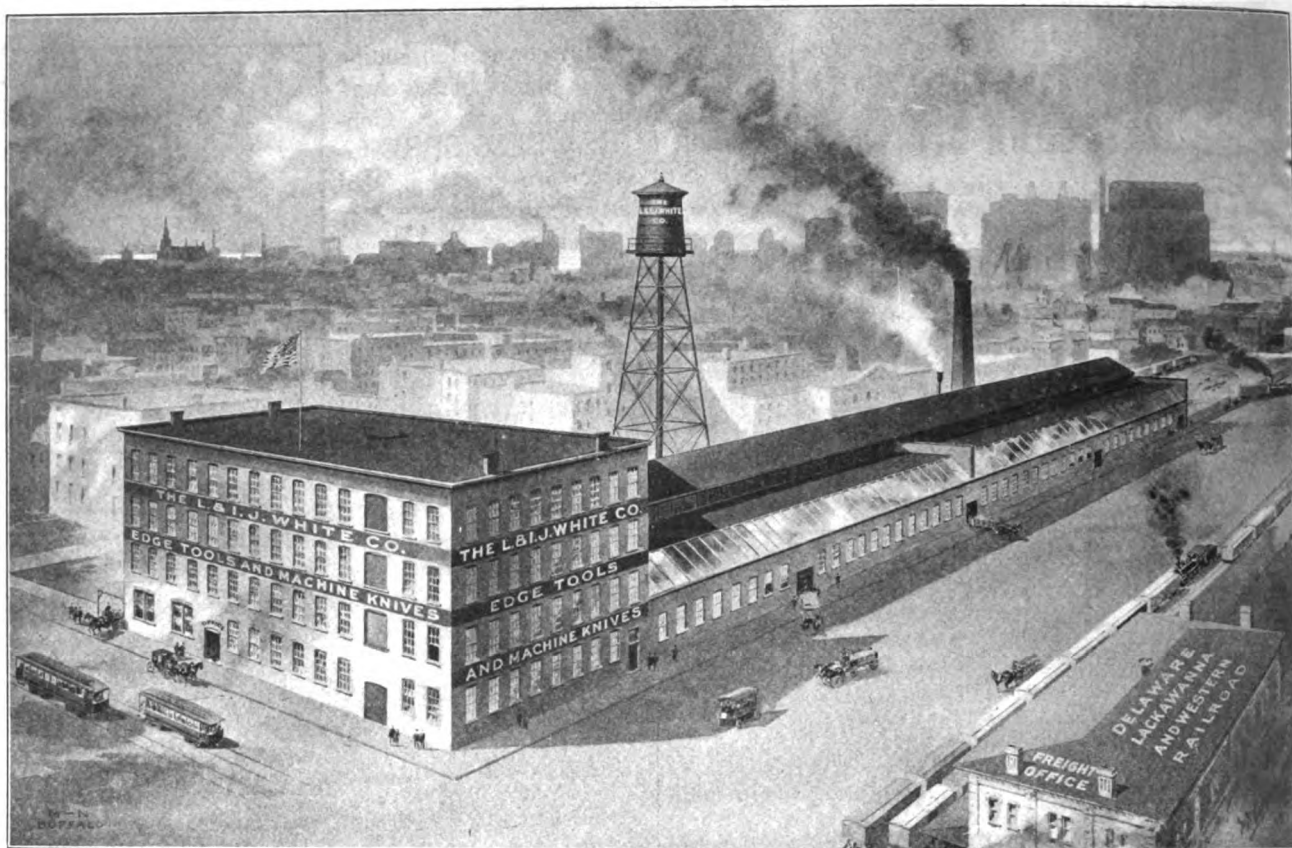
GIVES THE PERFECT ADJUSTMENT AND FEATHERWEIGHT
TENSION SO MUCH DESIRED BY BARBERS.
MR. DEALER: Get in line—send for circulars and price list.

This is the
shear that
STAYS IN
THE BAR-
BER'S SHOP
Instead of
in the repair
shop.

He finds it in the "SCREWLESS". He finds more than that: He finds INSTANTANEOUS ADJUSTABILITY.

DAVIES AUTOMATIC SHEAR CO.

41-43 MAIDEN LANE, NEW YORK.



1837

1906

L. & I. J. White Co.'s CELEBRATED EDGE TOOLS

**And Superior Quality MACHINE KNIVES
OF EVERY DESCRIPTION**

We have furnished our products to the world for nearly three-quarters of a century. And have established a reputation for High Quality that is unexcelled.

| | | | |
|------------------|-------|-------------------|--------|
| Carpenter's | Tools | Planer | Knives |
| Ship Carpenter's | " | Veneer | " |
| Mill-Wright's | " | Stave | " |
| Turner's | " | Chipper | " |
| Cooper's | " | Paper Trimming | " |
| Butcher's | " | Leather Splitting | " |
| Ice | " | Tobacco Cutting | " |

Shear Blades.

Moulding Knives, Plated Stock and Blanks for Moulding Cuttors

All Fully Warranted. If you want the Best, Buy Ours.

Quotations Furnished on Application.

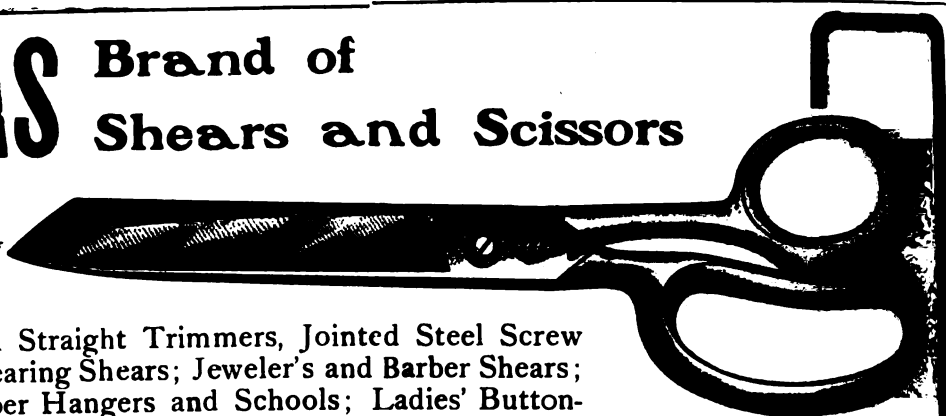
Agents in all the principal cities of the United States and Abroad.

THE L. & I. J. WHITE CO., BUFFALO, N. Y.,
U. S. A.

New York Office: 43-45 Centro St.

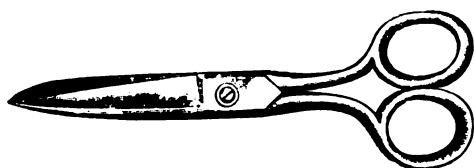
Chicago Office: 315 Dearborn St.

The **ATLAS** Brand of Shears and Scissors



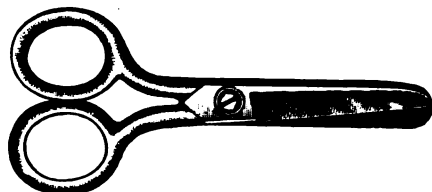
WE make Bent and Straight Trimmers, Jointed Steel Screw and Cushion Bearing Shears; Jeweler's and Barber Shears; Shears for Bankers, Paper Hangers and Schools; Ladies' Button-hole and Pocket Scissors, as well as Carbonized Steel Tinners' Snips.

YOU make no mistake in handling the "ATLAS" Brand as our guarantee goes with every Shear, Scissor or Snip we sell.

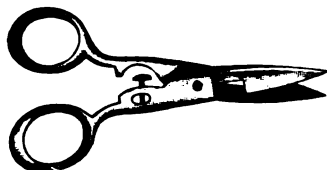


Price?

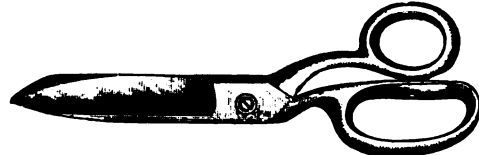
As low as the next fellow's, while the quality is above the average.



A Sample order will back up our assertion. It will do more than that. It'll make you our customer for good. All we ask is that you send for it as soon as you have received our catalogue and price-list.



Don't Delay.
Send for it to-day.



THE ATLAS SHEAR CO., Bridgeport, Conn., U. S. A.

Automobile Cycle Skate



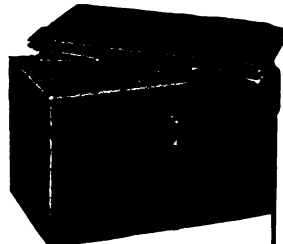
Our newest model. 3-in. size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail \$10.00 per pair. With 4-in. wheel, \$7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York



The "IDEAL" Folding Lunch Box



Insect-Dust-Water Proof
Fits any pocket—fit for any lunch.

Two Grades: 25c. and 10c.
2 sizes: 8x5x4 3/4 and 7 1/2 x 4 1/4 x 4 1/2

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,
Rochester, N. Y.

S. & S. KNIVES

WARRANTED



THEY HOLD AN EDGE — NO HARD OR SOFT SPOTS
National Cutlery Co. DETROIT, MICH.

YES!
We Make
The Highest
Grade of Five, Ten
and Fifteen Cents
Hardware
Specialties

and sell them at a far more profitable figure to you than you could buy them elsewhere.

Our catalogue shows Hammers, Ice Picks, Toilet Paper Holders, etc.

Their quality and finish leave nothing to be desired.

A single trial order will make you our customer.

Send for it today.

FRANKLIN SPECIALTY CO.,
READING, PA.



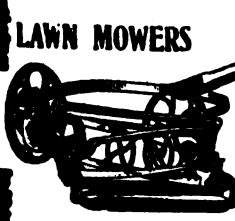
TENTS

Send for our catalogue of tents before placing your order. Camping outfits a specialty.

Write to-day for catalogue.

FOND DU LAC
AWNING & TENT CO.
Fond du Lac, Wis.

Genuine Philadelphia
LAWN MOWERS

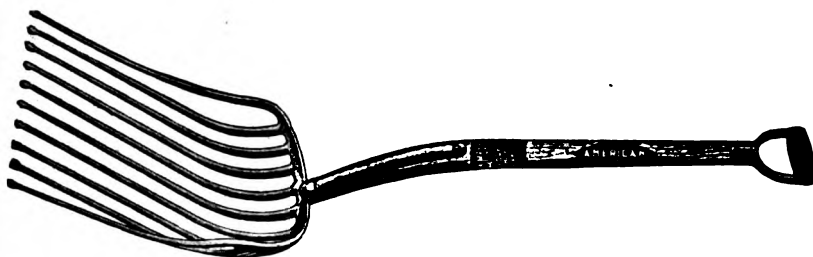


Send for 1906 large catalogue before ordering Spring Stock.

Made only by
THE PHILADELPHIA LAWN MOWER CO.
 531-57 Chestnut St., Phila., Pa.

THE SCHWEDTLE STAMP CO.,
 MANUFACTURERS
 Notary, Lodge and Corporation Seals.
 Send for Catalogue. **BRIDGEPORT, CONN.**

Best Made--Sells Best



¶ This Fork is absolutely the very best tool in the world for handling Vegetables and Corn—no question about it at all. Naturally it is the very best seller, too.

¶ The shank, tines and head are forged from one solid piece of steel and perfectly tempered. The tines have blunt flat ends to save the vegetables from injury, and they lie flat so as to load the Fork with ease. The scoop is just the right size, and no tool was ever made with "the hang" more perfect. Made with Malleable D Ash handles and extra wide strap ferrules: 8, 10 and 12 tines as order d. It screens out dirt, snow, etc. Used for dozens of purposes on the farm.

¶ Every farmer wants one of these Forks after he has seen them once. That is the sober truth.

¶ Every Retailer ought to have plenty of them right now.

Order from your Jobber.

AMERICAN FORK & HOE CO.

CLEVELAND, O., U. S. A.

If Teams Could Tell

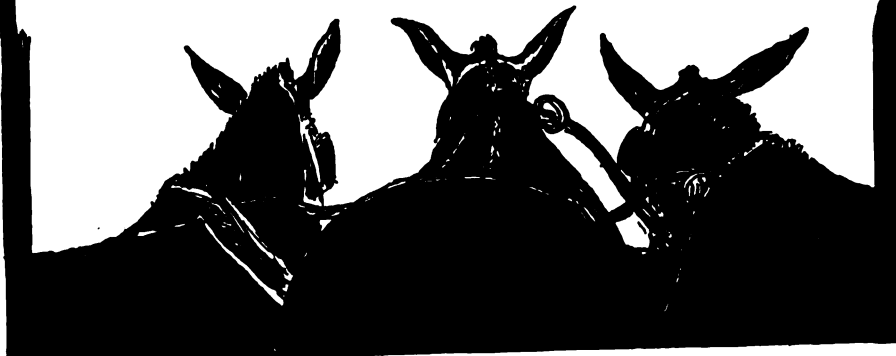
their grievances about "Axle Grease that don't grease," the consensus of opinion among users would be in favor of

SNOWFLAKE

Axle Grease. It lubricates any kind of axle and keeps it lubricated longer than any other grease.

Solder your mind to this: It has the customer-fetching quality. A trial order now will be a timely investment.

Snow Flake Axle Grease Co., Fitchburg, Mass.





WATCH

Your profits from Padlocks. Unless you "get next" to a line, mechanically perfect, you'll lose both profits and customers. : : : : :

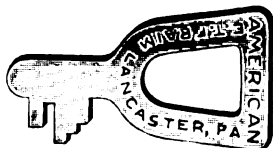
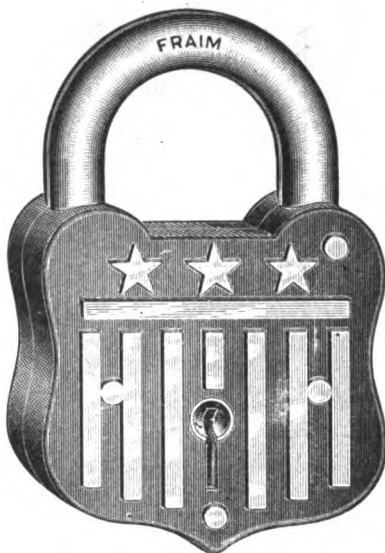
The New American

Padlock is down-to-date.

Made of wrought, pressed steel. Malleable steel oval Shackle, Brass Studs and Cylinder. Spring Shackle, self-locking; nine changer.



**Keystone Lock
Works,**



Four sizes, two keys with each lock. Three styles: Black japanned with brass plated shackle; bright burnished or full brass finish. : :
If you want to increase your sales in

PADLOCKS

Stock up with the "New American."

We have other kinds, of course, and you ought to have our big catalog to appreciate the completeness of our line. : : : : :



**Lancaster, Pa.
U. S. A.**

OLIVER IRON & STEEL CO.

TRACK MACHINE CARRIAGE BRIDGE BOLTS

NUTS AND WASHERS. R.R. PICKS. CROW AND CLAW BARS
LAG SCREWS, TELEGRAPH AND TELEPHONE POLE EQUIPMENT
STEEL INSULATOR PINS

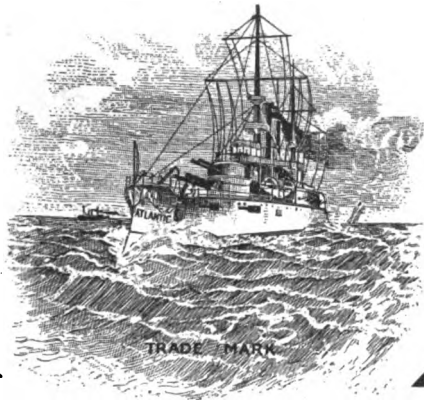
TRACK BOLTS OF ANY PATTERN
THREADS ROLLED OR CUT IN OIL

CORRESPONDENCE SOLICITED

OLIVER IRON & STEEL CO.

PITTSBURGH, U.S.A.

ATLANTIC GALVANIZED IRON



HIGH-GRADE AND TIN WARE.

IF you have never investigated the superior quality, attractive style and durable finish of **"ATLANTIC"** Ware, send us your order for a sample line. Each article bearing the **"ATLANTIC"** Trade Mark is thoroughly tested and inspected; is made of first class material and sells at prices both reasonable and profitable to the Dealer.



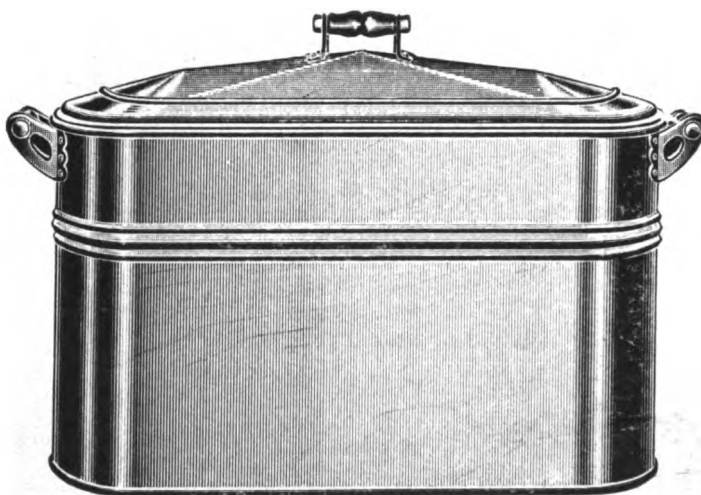
OUR Galvanized Striped Ware has taken the Trade by storm because it is made from the smooth galvanized sheets,—is heavily wired around top,—doubly re-enforced—has double-seamed, raised bottom, wide seams, etc. Workmanship guaranteed to be of the highest class.

Wash- Boilers

Tin,
Copper
and
Galvanized
Iron.

Our new one-piece cover is light, strong and a perfect fit.

Handsome cover on market.



We Make

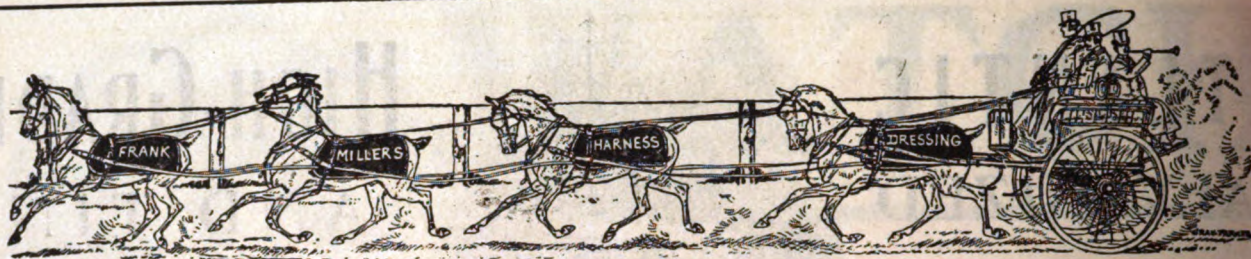
a full line of household and dairy tin ware.

Send for our new catalogue.

Write for information.

Atlantic Stamping Co., Rochester, N. Y.

185 Ames Street.



LDEST.

ESTABLISHED 1838.

LARGEST.

THE PREPARATIONS FOR USE ON HARNESS KNOWN AS

"THE STANDARD OF THE WORLD."

HIGHEST AWARDS
CENTENNIAL, 1876.

HARNESS OIL.

Preserves and softens the Leather, consequently adds life. Compounded with pure Neatsfoot Oil.



CARRIAGE TOP DRESSING.

Gives an Elastic, Durable, Waterproof Gloss, and is positively safe to use on finest stock.



HARNESS COMPOSITION.

Cleans, Oils, Finishes.



HARNESS DRESSING.

The very best article of its kind. Unequalled for use by both manufacturer and owner of harness. Is used by nearly all Harness Manufacturers in the World.



FRANK MILLER'S HARNESS DRESSING

For Harness, Buggy Tops, Saddles, Fly Nets, Traveling Bags, Military Equipments, Etc.

Gives a beautiful finish, which will not peel or crack off, smut or creak by handling; does not lose its lustre by age; dust will not stick to work finished with it. Is NOT A VARNISH. Contains no Turpentine, Benzine, Naphtha, Alcohol, or other injurious articles. It is simply a finishing dressing.

DIRECTIONS.

Let your leather be clean and perfectly dry. Apply with a clean, soft sponge or brush, giving a quick easy motion, and allow the dressing to dry undisturbed. If a high gloss is required, give a second application after the first is thoroughly dry. This dressing will not work with gum tragacanth, or any other mixture. Keep the can closed tightly when not in use.

PUT UP IN CANS, KEGS & BARRELS.

MANUFACTURED BY

The Frank Miller Company,
NEW YORK.

HIGHEST AWARDS
WORLD'S FAIR, 1893.

IXL HARNESS OIL.

Second in Quality only to our Frank Miller's Harness Oil. Superior to all others.



AXLE OIL.

Superior to Castor Oil, lasts longer, and will not gum.



HARNESS SOAP.

Unrivalled for cleaning, softening and blacking Harness. Imparts a fine finish, which will not soil the hands or gloves.

Beware of imitations and all articles that are sold as being as good as "Frank Miller's."

Supply your Customer with the BEST, and hold his trade.

Manufactured By

The FRANK MILLER COMPANY

EUROPEAN OFFICE:

Tower Chambers, Moorgate,
LONDON, E. C.

OFFICE AND FACTORY:

349 and 351 West 26th St.,
NEW YORK, U. S. A.

IT PAYS EVERY DEALER TO HANDLE AND EVERY CONSUMER TO USE OUR GOODS.

A "tough job" is no respecter of Hack Saws. If below the standard of strength it will break their teeth, or back, or both. Not so with

"Sterling" Hack Saws

"Sterling" in quality they're equal to the toughest job. That's why they are the most trustworthy sellers among Hack Saws.

Diamond Saw & Stamping Works, BUFFALO, N. Y.



The "Sterling" Power Hack Saw

Is the strongest made. Its construction is compact and symmetrical. It has greater power and it costs less to run it than other Hack Saw Machines.



Driven
by
Milled
Gears

Tight and
Loose
Pulley

Swivel
Vise

Gravity
Feed

Automatic
Shut Off

Its most recent improvements put the "Sterling" at the head of all other Power Hack Saw Machines--in actual work and--as a seller. Our circular will convince you.

Diamond Saw & Stamping Works

BUFFALO, N. Y.



THE American Steel Lead Keg

For economy and convenience nothing can equal them.

Made in 12½, 25, 50 and 100 pound sizes.

The advantages of the Steel Lead Keg over the old wooden kegs are apparent:---

It is absolutely impossible to lose any oil, such as is the case with the wooden keg---from which the oil seeps out gradually.

PREVENTS CAKED LEAD

NO MORE OIL LEAKING INTO THE FLOOR

The American Steel Lead Keg enables you to use all the lead you pay for. The Steel Keg prevents drying out---caking and skimming of the lead;---thus lead packed in a metal package is, when opened, all usable lead.

Our Steel Lead Kegs lessen the risk of fire by doing away with oil-soaked inflammable store floors.

MADE BY THE

AMERICAN CAN COMPANY

NEW YORK

CHICAGO

SAN FRANCISCO



**It's
All
In
The
Rubber**

**The
World's Best
Clothes Wringers.
Every One Warranted.**

Our Net Prices Will Interest You.
Write for Catalogue and Mention "Hardware."

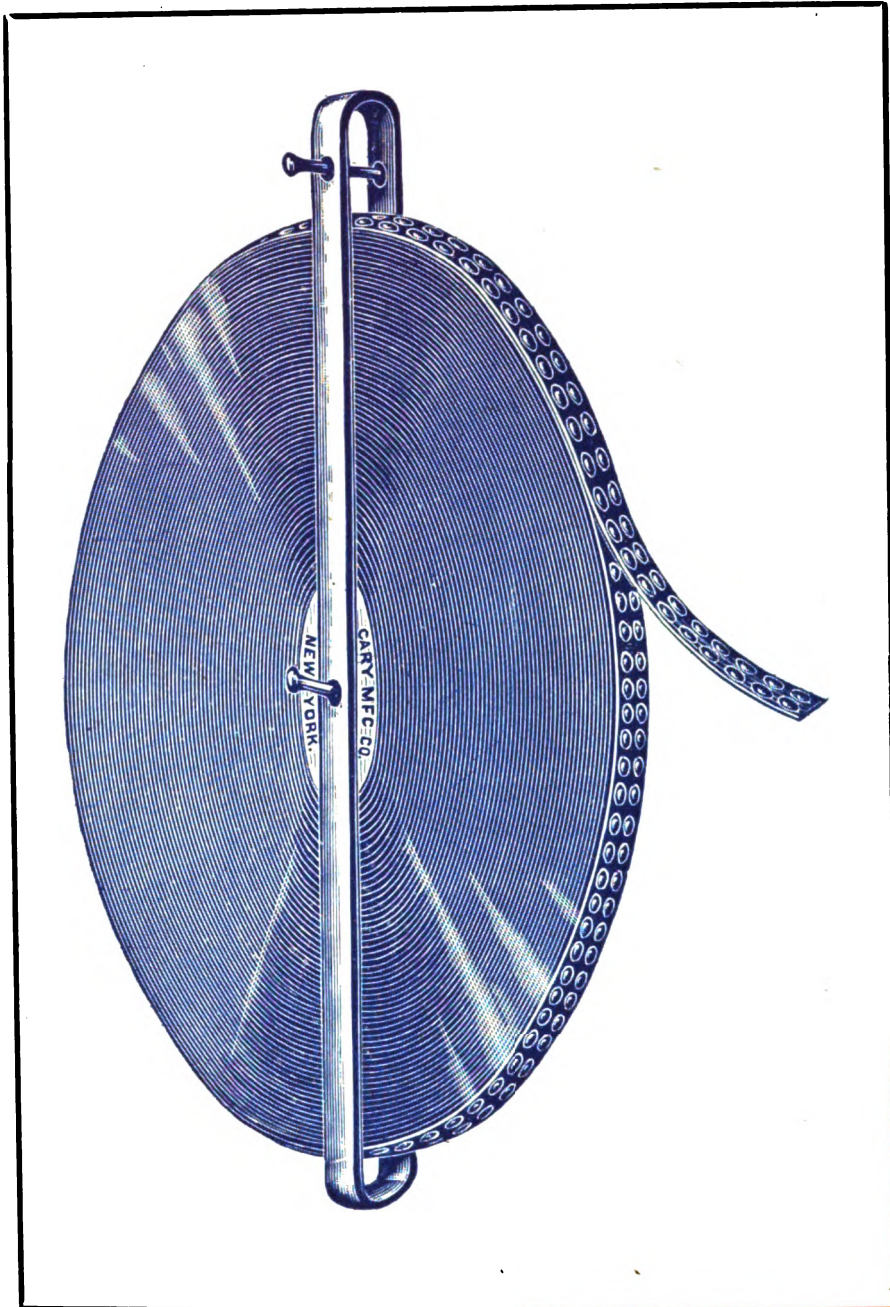
The AMERICAN WRINGER CO.,
99 CHAMBERS STREET, NEW YORK.

GALVANOTYPE ENG. CO. N. Y.

CARY'S

UNIVERSAL BOX STRAPPING

Sold Everywhere



Sold Everywhere

Beware of Imitations of Short Weight and Measure



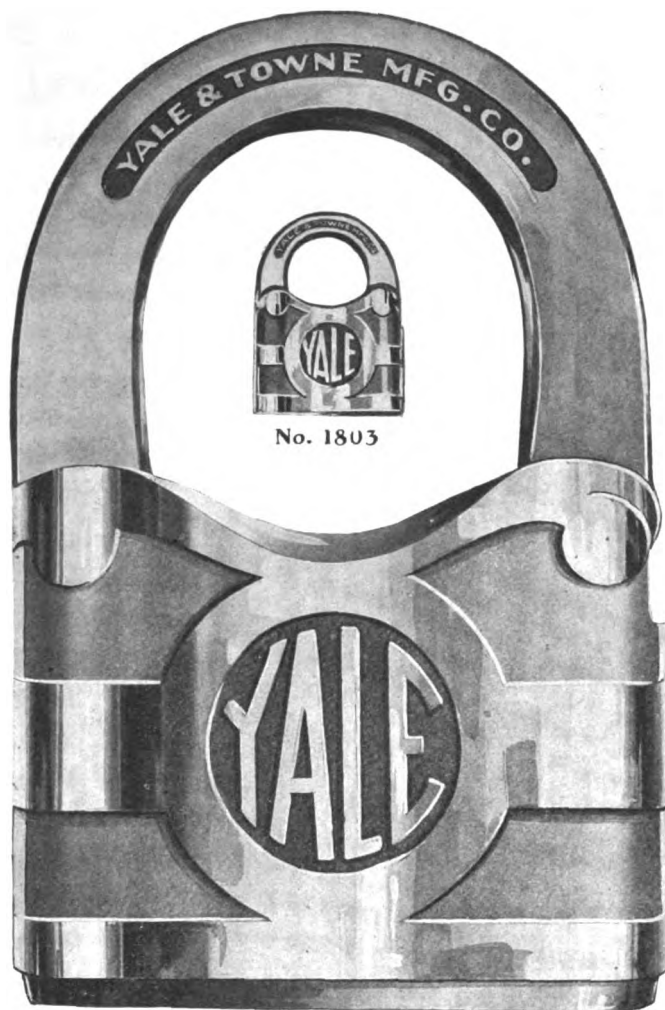
Cary Manufacturing Co.

Cable Address:
CARLEIO.

Telephone:
1445 FRANKLIN

19 and 21 Roosevelt St.,

NEW YORK



No. 893.

Double Your Padlock Sales

Here's the Aladdin's lamp. Rub it, and your wish for increased profits will come as if by magic.

To dealers who carry our padlocks in stock we furnish free on request, express charges prepaid, the following advertising matter with name and address imprinted upon it: "Book About Padlocks"—a meaty, 32 page piece of printed matter, done in two colors with illustrations. A catalog that's a salesman in type.

Package Labels

Folders

A Rubber Stamp

Electrotypes of Padlocks

Business Cards

Leaflets

Window Signs

Envelopes

Guarantee Slips

Display Hangers

Newspaper Advertisements

Catalogs

Shipping Tags.

Street Car Cards

And a 32 page booklet "Suggestions for Selling Yale Padlocks" that explains how to use this matter most effectively.

Write us also for illustration and full information regarding "Sample Board with 12 Yale Padlocks."

LET US HEAR FROM YOU

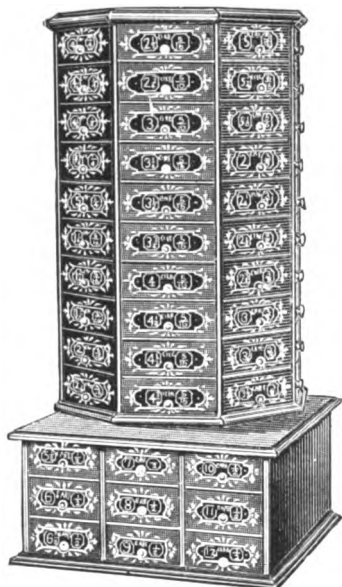
The Yale & Towne Manufacturing Company

9 MURRAY STREET, NEW YORK

Bolt & Screw Cases

Save Time and Money.

A necessity for Hardware Dealers, Machine Shops,



Pattern Shops, and in fact anyone who handles small articles. Lasts indefinitely.

Send for Descriptive Booklet.

For Sale by all Jobbing houses throughout the Country.

Manufactured by

American Bolt & Screw Case Co.
Dayton, Ohio

Address Dept. C

LISTEN! The INDEPENDENT STEAM RADIATOR

Is the best selling, *portable* Radiator of its kind.

Its lower drum holds two gallons of water, lasting 2-3 months. Heated by natural or artificial gas---makes no smell. Can be attached to any gas jet.

Made of galvanized steel, has copper bottom; is double coated with heat-proof gold bronze and aluminum, tested to high pressure. Has air and safety valve, and mirror beneath radiator to watch condition of flame,

16 in. in diameter
37 in. high.

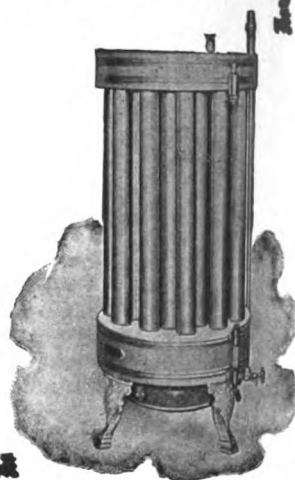
Has 358 sq. feet radiating surface.

You could not find a quicker seller.

Give it a Trial.

**ROSENTHAL
MFG. CO.**

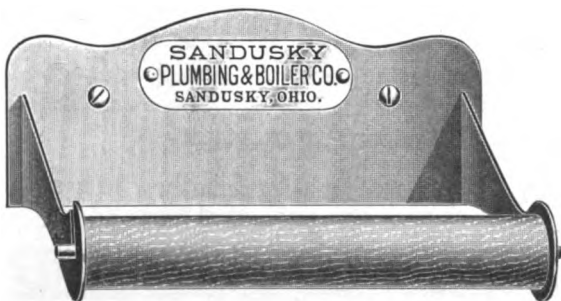
3150-52 COTTAGE
GROVE AVE.,
CHICAGO, ILL.



You Are At No Expense, Mr. Jobber

in handling our full line of Kitchen and Bath Room Supplies. ~ ~ ~

We furnish your salesmen with Free Samples---pack and ship goods direct to your customers---and send invoice and bill of lading to you.



SIMPLE ?

A single trial order will convince you of the excellence of our method and of our goods.

Write for further particulars to-day.

Mention HARDWARE.

The Foyer Steel Stamping Co.
Painesville, Ohio, U. S. A.

IF TESTIMONIALS COUNT

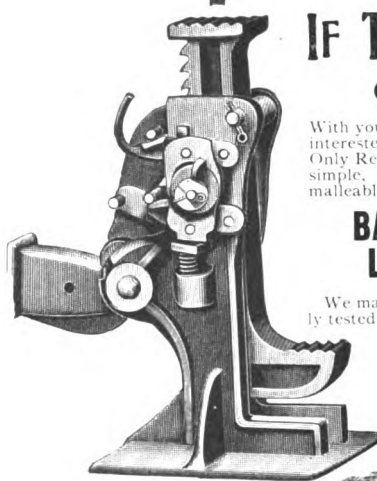
With you, Mr. Dealer, you ought to be interested in our line of Jacks---The Only Reversible Jacks on the market---simple, powerful, reliable---made of malleable iron and steel castings.

BARTH-WEILER Lifting Jacks

We make eight styles, each thoroughly tested before shipping.

Send for our "Jack Booklet" with testimonials. It will convince you quicker than a barrel of talk.

BARTH MFG. CO.
MILWAUKEE, WIS.



INVINCIBLE

Rubber Hose 7 Cents Per Foot

If you are looking for an excellent rubber hose $\frac{3}{4}$ inch 3-ply, wound with heavy steel wire, complete with brass couplings and bands, come to us.

The Invincible is fully warranted for the season of 1906 and will be replaced if defective.

Send for sample length and be convinced of its goodness. Our catalog is yours for the asking.

J. W. Buckley Rubber Company,
69 Warren Street, New York.



UNUSUAL STRENGTH

Quality, construction and finish are the distinguishing features of

Reed's Monarch Hand-Made Wash-Boiler

Four grades—1X, 2X, 3X, 4X, 5A tissue lined charcoal plate with 14, 16, 18 and 20-oz. full weight copper bottoms, full line tin bottom and metallic bottom boilers, also four grades all copper boilers.

Monarch boilers all wired with 5-16 hard market steel wire drop forged, which makes the boiler strong enough to withstand a pressure of 300 lbs. without deflecting 1-16 of an inch. *See Cut.*

Furnished with Reed's new, seamless pressed cover, with 1 inch rim; cover and rim made of one piece; patent cold stationary handle, riveted on top of cover. Fits like a glove,—is strong and durable.

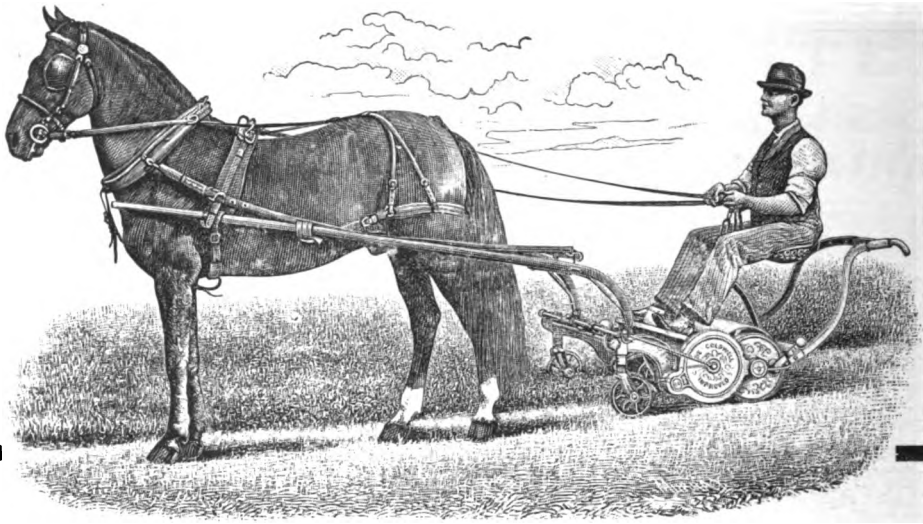
Catalogue and price list mailed free on application. A comparison of prices will warrant your patronage, as we are in a position to furnish the best boiler for the least money made in America.

REED MANUFACTURING CO., Newark, N. Y.

BRANCH OFFICES:

NEW YORK OFFICE: Irving Building, Hudson and Chambers Streets; Telephone, Franklin 5820.
CHICAGO OFFICE: No. 223 W. Twelfth St.; Telephone, Monroe 1411.

CINCINNATI OFFICE: No. 11 East and Street.
ST. LOUIS OFFICE: 118 North 3d Street.



Coldwell's Improved Horse Mower.

At The Head

Of all Horse Mowers stands the Coldwell Improved Horse Mower.

It is used exclusively on the Parks of Greater New York, Buffalo, Detroit and other large cities and by the United States Government.

That fact alone is the best reason why you should handle it, as well as the rest of our excellent line of Hand, Horse and Motor Power Mowers.

Our catalog tells all about them.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

Superiority-Safety-Salability

Are the qualities by which our Padlocks and Night-Latches distinguish themselves.



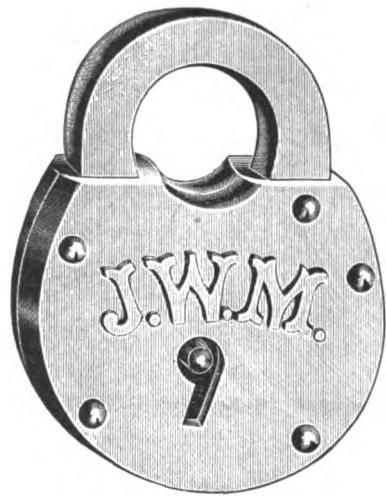
If you have never sold them,
give them a trial.

Twenty Years Experience

backs up all we claim for them.
Their superior finish and sterling
qualities bring us constantly re-
peat orders.

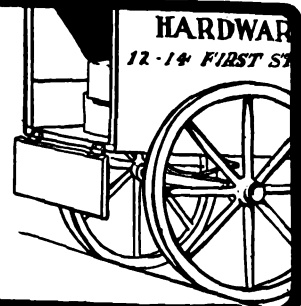
Ask us for further particulars
and best prices.

Mention HARDWARE.



J. W. MILLER LOCK AND HARDWARE WORKS

J. WALTER MILLER, Proprietor
LANCASTER, PA., U. S. A.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Crystal Coffee Mill

The Gem Mop Head.



The Jewel Coffee Mill



Right Space Spice Cabinet

THE JEWEL COFFEE MILL
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE RIGHT SPACE SPICE CABINET
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

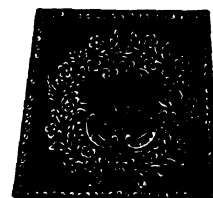


Are Crowned With Praise Wherever Sold or Used

The largest chair makers in the United States use them in their factories. John Wanamaker and other large Department Stores sell them at a good profit. Why shouldn't you?



BETTER AND CHEAPER THAN
CANE OR LEATHER --- MORE
DURABLE THAN EITHER



Any one with a pair of shears can put them on any ordinary chair, no matter how bottomless.



You ought to try a sample order and see how they sell, if displayed.
Send for circular and prices.

Eureka Chair Seat Co.

SYRACUSE, N. Y.

GIBFORD'S RED-E-FOR-USE RAZOR STROPS



DON'T monkey with cheap Razor Stropps. You can't afford it. Don't sell a cheap strop with a good razor, either. It may cost you a customer.

If you are after the Best Razor Strop, the kind whose surface draws or pulls properly and pulls trade,—try ours

The Red-E-For-Use RAZOR STROPS

Our variety is so large,—each strop is made of such fine horse hide and calf skin,—so even in texture,—so carefully finished,—that they are the best stropps sold in any market in the world.

You cannot afford to be without them. Our catalogue will tell you of your needs. Be sure; get it to-day.

GIBFORD-WEIFFENBACH CO.,

ADRIAN, MICH.

The Smith & Egge Mfg. Co., BRIDGEPORT, CONN.

Manufacturers of . . .

Sash Chains

3 3 3

"Giant," "Red Metal"
• • Cable and Jack
Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :-: :-: :-:

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seldel Mfg. Co., Chemical Bldg.

CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel,

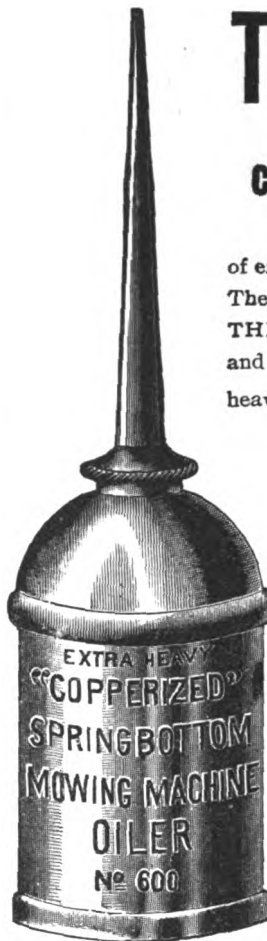
Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



THE HEART OF THE MATTER

In this Nipper is the Double Jaw with four blades instead of two. Adjustable—reversible—interchangeable—equal to two pairs of any other kind. Five sizes: 6 in., 8 in., 10 in., 12 in., 14 in.

The NETTLETON REVERSIBLE NIPPER

Is acknowledged the strongest and handiest Nipper on the market. Sell? We never saw the beat of it!

If you want to please your Nipper using friends, put in the Nettleton. It'll talk for you and sell itself.

Pat.
May 22,
1906

THE NETTLETON MFG. CO.
Office and Salesroom: 157 CHAMBERS STREET, NEW YORK
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.



HARDWARE

G. H. Garity, formerly with The Neal & Brinker Company and Western Electric Company, has joined the office force of William B. Fox & Brother, 21 Warren Street, New York.

The factory of the Wire Goods Company at Worcester, Mass., will be closed for the usual inventory and necessary repairs resulting from continuous employment, from July 2 to 7. The season has been a remarkably busy one, and the necessity of anticipating the events of the trade is recommended to the buying community.

THE SELLING MAGAZINE.

The first issue of a new magazine to be called the Selling Magazine has been recently added to the list of our exchanges. It is a monthly periodical devoted to "the sales and demand promoting departments of machinery, tool, equipment and supply houses, precisely what the best of trade and technical papers are doing for the manufacturing interests of such concerns, to the end that the former may be reduced to something like the scientific economical basis of the latter." The initial number gives good promise that it will amply fulfill its mission, as a number of excellent articles on the subjects indicated are to be found in its columns, and a number of leading trade journals make use of its advertising pages in a way that guarantees a successful career. It is published at 253 Broadway, New York, at \$1.00 per year, by Emerson P. Harris, a veteran in knowing what is demanded by subscribers, while its editorial force is headed by John A. Kershaw, and Walter D. Gregory is manager. We welcome the new arrival and wish it every success possible of achievement.

TEXAS HARDWARE JOBBERS.

The annual convention of the Texas Hardware Jobbers' Association at Fort Worth, Texas, concluded May 18, with the election of the following officers: Ed. S. Hughes of Abilene, president; Charles E. Nash of Fort Worth, first vice-president; E. A. Peden of Beaumont, second vice-president; R. E. Bell of Fort Worth, secretary and treasurer. On the executive committee were named Messrs. Keith of Beaumont; Moroney of Dallas; Betts of Paris, and Sanford of Sherman. On the transportation committee Messrs. Thumbull, Torain and Love. On the manufacturers' committee Messrs. Heitmann, Jackson and Tipps. On the grievance committee Messrs. Bering, Stringfellow and Burnside.

RETAIL HARDWARE, IMPLEMENT AND VEHICLE DEALERS' ASSOCIATION.

The traveling men covering Oklahoma and Indian Territory are reporting favorably that the attendance at the convention which this association will hold in Oklahoma City on July 10, 11 and 12 will be unusually large. The association is working very hard in order to make it a great success, and have an exhibit hall where they are furnishing free space to manufacturers and jobbers for a fine display of their goods. It is conveniently located, and large enough to accommodate quite a number of exhibits, as it is 150 by 175 feet. They are receiving calls for space every day, and are reserving same as calls come in, and will continue to do so until it is all taken up. So at present it will be "first come first served."

SOUTH CAROLINA RETAIL HARDWARE ASSOCIATION.

The South Carolina Retail Hardware Association will hold its second annual meeting at Wright's Hotel, Columbia, on June 12, 13 and 14. The railroads have granted a reduced rate of a first and a third on the certificate plan from all points in North and South Carolina and Virginia. It is hoped to interest all dealers in those States in the Association, with a view to making it representative of the retail Hardware interests of the three States. The advisability of forming a mutual fire insurance company on the lines carried out by Hardware Associations in other States will be discussed, and efforts will be made to get one under way in that section of the country.

BRIDGEPORT HARDWARE MFG. CO.

The Bridgeport Hardware Mfg. Co., Bridgeport, Conn., manufacturers of Hardware and Cutlery specialties, have increased their capital stock from \$75,000 to \$125,000 to be devoted to the expansion of the business of Hardware specialties, including nail pullers, screw drivers, cutting nippers, hack saws and frames. Within the past month the company has absorbed the entire business of the Perfect Sliding Door Co., Bridgeport, and has started the manufacture of the sliding doors formerly manu-

factured by that company. The sales end is being developed to cover the entire United States and Canada, the new factory building having ample space to permit almost doubling the company's business.

BANQUET OF THE "ATKINS PIONEERS."

E. C. Atkins & Co., Indianapolis, Ind., have in their employ a number of men who have been with them anywhere from ten to forty years. Three months since those who had been with them twenty years and over organized an association of veteran saw makers, called themselves "Atkins Pioneers" and enrolled 62 men out of 75 that were on the payroll in 1886. The company honored the movement by giving the "Pioneers" a banquet at the Grand Hotel on May 26, and the veterans to a man thoroughly improved the opportunity. After they had made away with an excellent dinner, speeches were made by John H. Wilde, president of the "Pioneers," who acted as the toastmaster on this occasion, and other members. H. C. Atkins, N. A. Gladding, U. A. Potter and Fred C. Gardner, the officers of the company, also gladdened the assemblage by a display of oratory. References were frequently made to the late E. C. Atkins, the beloved founder of the business, who is highly revered by his workmen, and lives in their hearts as a master workman of his craft. The oldest veteran of them all, and with the longest term of service with the company, was William Miller, whose life is referred to in another part of this paper. He is now past seventy, but his muscles are as strong and his mind as clear as a man only half his age. The 1100 employees of the saw works are to be treated to a monster picnic at a later date, which is now being planned for their enjoyment.

HARDWARE CITY TRUST CO.

During the past winter, several of the manufacturers, headed by the Hon. George W. Corbin, ex-Mayor of New Britain, secured from the State Legislature a charter for a new trust company. Under this charter the Hardware City Trust Co. has been formed, the idea of the company being to promote both the mercantile and manufacturing interests of New Britain. The company has commenced business with a capital of \$100,000 and a surplus of \$50,000. The officers and directors of the company, who are selected from the leading manufacturers and merchants of New Britain, are as follows: Charles M. Jarvis, American Hardware Corporation, president; George P. Hart, the Stanley Works, vice-president; F. G. Vibberts, Manchester Trust & Safe Deposit Co., Manchester, Conn., secretary and treasurer. Directors: Charles M. Jarvis; C. J. Parker, of the Parker Shirt Co.; H. C. Noble, North & Judd Mfg. Co.; F. G. Vibberts; George P. Hart; N. P. Cooley, Hart and Cooley Co.; Howard S. Hart, Russell & Erwin Mfg. Co.; Charles F. Smith, Landers, Frary & Clark; George W. Corbin, Corbin Lock Co.; C. A. Earl, Corbin Screw Corporation; B. A. Hawley, Russell & Erwin Mfg. Co.; Charles H. Parsons, P. & F. Corbin; George L. Damon, D. A. Niven and J. E. Cooper.

ENTERPRISE WON.

The Enterprise Enamel Company of Bellaire was awarded a silver medal at the St. Louis Exposition for the high quality of its ware, and has just received the medal. This makes the second silver medal for the company, the other award being from the Paris Exposition. The award came unsolicited and the company made no contest for the medal and its award was a surprise to all. Their ware entered the exposition in this way. The Ohio State University made an exhibit and when preparing it a representative called at the office of the company in Bellaire and asked for samples of the ore used in making the enamel and some of the other ingredients along with a sample of the ware, which was given them. This was the extent of the interest the company had in the exhibit, which shows that their ware was held as the best. The medal is a handsome one and is highly prized by the company.

EMIL CALMAN & Co., with offices at 209 Pearl Street, New York and 225 Kinzie Street, Chicago, and works at Long Island City, N. Y., are sending out to the trade a descriptive catalogue and price list of varnishes and japans manufactured by them, which include coach, furniture, piano, cabinet and decorators' varnishes, as well as pigment wood fillers, liquid and japan driers, baking varnishes and japans, bicycle enamel and spar varnish. They have also distributed a very interesting booklet entitled "A Guide to Home Builders," in which are given views of many residences and public buildings throughout the country where their architectural varnishes have been used for finishing.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

L. E. MACINTYRE, President.
A. P. MITCHELL, Secretary and Treasurer

HENRY HOPKINS, Editor.
J. W. PENTZ, Advertising Manager.

JUNE 15, 1906

Editorial Trade Review

With very few lines of goods developing anything in the shape of weakness, the commencement of the last month of the first six boasts of a tidal wave of prosperity that continues its good fortune and industrial success, making new records as the days pass to congratulate the trade.

There is but slight relaxation from the pressure of good business, notwithstanding the hot weather is now upon us, for the arrival of the vacation season leaves more work for those who linger in the field of employment, while the first platoon of the tired working forces finds a spot where they can pass in recuperation the vacation they have so well worked for and won.

Manufacturers very generally find themselves still behind in filling the orders already in hand, being unable to meet with promptness the steady requests demanded by the wants of their customers, for at this time in the season holes in the retailers' stocks create a series of urgent requests, which the jobber is only too anxious to fill and keep his own trade from becoming too importunate.

The requisitions for Builders' Hardware still keep busy the architects' demands on the trade as well as to meet the frequent applications for the finished products of the more moderate class of builders who are in every hamlet making the habitations which will yet be filled with happy occupants. The trade in every direction have reason to be thankful that no drawbacks have shown up to interfere with the upward trend of business, the prices of but very few commodities showing a lower range in their indications, the general quotations being steady or advancing in the face of the large consumptive ability of the country.

It has been more pleasure to be in business this year than usual, and with large crops in prospect and the variety of agricultural products that form the foundation of the country's wealth, looming up more in harmony with the increasing population than ever, it gives every confidence that fewer mistakes can be made by the Hardwareman by carrying a good stock of staple goods especially,

The several interesting matters that have been before Congress for final adjustment we have felt were in the interests of the catalogue houses particularly, have been so closely followed up by the trade in general that they have been "scotched" if not killed outright; and until another season when the law-making power of our government shall convene, we shall be able to pursue our vocation without the overweening fear and apprehension born of adverse legislation simply to create opposition.

When it is considered what a narrow escape was had from the scheme of a Parcels Post, which the combined attack of the trade on it was found sufficient to leave it without a friend in the end. Then the Post Check scheme was defeated, because it was not investigated with sufficient thoroughness; even the substitute bill presented by the Postmaster General of a system of fractional currency, after an extended hearing, was laid one side. Then the scheme of consolidating the classes of Postage which would have benefited Catalogue Houses as much as anything and proved a parcels post scheme under a new name. As all the parcels post workers seem to hold the number of its friends the Senate and House seemed to be afraid of it and rejected it. Notwithstanding the favorite action on these subjects which was the ultimate result of our watchful care, it still behooves us as being of the highest importance to watch every move of the enemy and see that they don't spring some nefarious scheme on us to the detriment of the Hardware trade and its many zealous workers among the Associations.

THE "GOOD ENOUGH" HABIT.

If there is any one little habit that above all others eats holes in the Sunday clothing of a man's business methods it is the "good enough" habit. A letter is dashed off, not fully thought out or quite satisfactory but "good enough;" still it lacked just the last vital force that lands the order and a valuable contract was lost. An agreement is drawn up ready for signature. Some deficiency is apparent in it at the last moment and is finally dismissed with the mental comment, "It is good enough. Let it go." But the defect invalidates the paper and cost some one a pretty penny as well as a lot of trouble and hard feeling.

An order for new stock is given that a little more consideration would show was not a well balanced one, but it is allowed to pass as "good enough" rather than take the trouble of making a few inquiries. Result: a lot of goods that are not needed and some empty shelves in places where the stock was really short. In a dozen other details of more or less importance the "good enough" principle is applied until the whole business is honey-combed with unsatisfactory arrangements.

Nothing is good enough except the best that can be done and any concern, however humble, run upon that principle is sure in time to be a more desirable possession than a far more pretentious neighbor conducted upon the opposite plan. If a letter can be improved upon it should be re-written even if it is only a notice to Bill Smith that the slow point ordered for him has arrived. It will take time, but the next one will be more carefully prepared in the first place, and time spent in establishing the habit of exactness is time well spent even if the richest customer on the rolls of the concern has to cool his heels outside while it is being done; for it will eventually, if persisted in, place any establishment upon a footing to be proud of.

HOLD YOURSELF DOWN.

You had better learn to accept all the misfits and all the trivial annoyances of life as a matter of course. To allow them to receive attention beyond their deserts is to wear the web of your life to the warp. Be on the lookout for the great joys and never let life's mosquitoes worry you into a passion. When little things happen around your place that cannot be helped, even if they are caused by someone's carelessness, there is no reason why you should add the loss of your temper to your financial loss. There can no good come of blustering and quarrelling when the porter leaves the door unhooked only to be slammed by the wind and smashed. Hold yourself down!

D. C. W.

KNOW THE MATERIAL YOU HANDLE.

Sometimes a glance of the eye will tell an intelligent purchaser why one axe is worth \$1 and another one 50 cents; not always. Then it is up to the salesman to know just why and to be able to explain. In order to do this he must know something about the different kinds of iron, their properties and proper use and their relative strength and wearing qualities under given conditions. For instance he should be able to tell just why the new line of steel ranges has to cost more than the iron ones of another make and why they are worth more; also should bear in mind the fact that there are kinds of steel that, while they might cost more, would be worth less in a range than iron.

It is no longer enough for the salesman to know the name of the metal his goods are made of—that is not so much what the customer wants to know as whether the material will wear best in that place and if it is sufficiently superior to justify the difference in price. Be prepared to help your customers in their selection if they ask you to. Some men may want an article for a very short time only, and will therefore want the very cheapest that will do the business. Others want a permanent investment and the best value for their money. Not long ago the writer heard a young man who had entered a Hardware store rather hurriedly say: "I want the cheapest tin bucket you have got; something that will do to water a horse with once and then throw away."

"Here," said the salesman, handing it out, "is one that I can almost guarantee to last but once."

That man was shipping stock on the train. The instance is given to illustrate the legitimate call there may be for all grades of goods. The salesman is in a store where there is a good buyer if he is always able to meet these varying demands; he is himself wise if able to tell why the grades are different and how much they differ in real value; still it is a sort of wisdom he will have if he is the kind of a salesman he ought to be. Frequently too, a manufactured article made of one material is satisfactory for one place and not for another because of some chemical action. An old maple-sugar maker claims to prefer the ordinary galvanized pan for boiling sap. Later when caught in the act of purchasing a copper pan at a higher price he explained his seeming change of mind with this statement:

"The old pan was what I wanted for sap only. Now I have added a cider-mill to my establishment in order to get some good of my investment in the Fall as well as Spring, and want to boil cider. The acid of the hot cider would soon attack the old pan; I have to use copper now."

Another instance where some knowledge of the properties of different metals on the part of the salesman may save some customer a serious loss, disappointment and dissatisfaction. Not every clerk knows that lead paint should never be applied to a metal roof, but the sooner he finds it out the less risk he will take of being called upon to face a wrathful ex-customer.

Be prepared, then to advise the customer who wants advice with real intelligence or don't advise at all, remembering always that even cold, inanimate iron may, in its various forms have as many characteristics that have to be humored as a trick mule at the circus.

By carefully studying up some of these details that lie just a little outside of his own business, but that none the less lie back of it, the Hardware dealer can not only do a great deal more in pleasing his customers, but will soon acquire a reputation, both as buyer for his own establishment and salesman to his customers that will of itself prove of quite important commercial value.

THE SWELLED HEAD.

The fellow who has not enough pride in his work to get an occasional swelled head about it when he achieves any special success, is not sufficiently interested in it to deserve success. The vital question is, what will be the after effect of his egotism upon himself; will it inspire him to go at it again or prompt him to stop and try to look pretty at himself in the mirror of self-contemplation.

Egotism, like the measles, seems to be a peculiarity to which all members of the human race are subject and the earlier its more malignant form of attack can be brought out the better. The victim has more time to recover then and he usually makes such a noticeable fool of himself that he gets plenty of ridicule as a counter-irritant. One severe attack, if recovered from, is usually sufficient inoculation against a variety of serious future attacks upon a man's good sense later in his life.

At the same time the man, be he in charge of the sweeping department in his employer's office or in charge of the office as employer and manager of a thousand men, who does not let a certain amount of pride in his business crop out occasionally is pretty surely running a business of which he has nothing to be proud.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

PROMISE—WHEN SUPPORTED BY SUFFICIENT CONSIDERATION.

QUESTION.—An uncle promised his nephew that if he would not smoke or use tobacco in any form until he became 21 years old, he would give him \$100 on his twenty-first birthday. The nephew kept his promise and did not use tobacco in any form, but after he became twenty-one, the uncle refused to pay the money, on the ground that he was not legally bound to do so. Can the nephew compel him to pay it?

REPLY.—The question involved in all cases of this kind is, was there a consideration for the uncle's promise? If there was, it can be enforced. If there was not, it was a mere promise to make a gift and is not legally enforceable. We think in this case there was a consideration. The nephew had the right if he chose to use tobacco before his twenty-first birthday. He relinquished that right because of the uncle's promise. Although the right may not have been beneficial to the nephew, nevertheless it was a legal right, and it is well settled that the relinquishment of a legal right at the request of another, is a sufficient consideration for a promise, even though it may not be beneficial to either party. It follows that the nephew is entitled to recover from his uncle the sum promised.

SUIT AGAINST EXECUTOR.

QUESTION.—A person who owed me \$100 died and an Executor was appointed in the State of New York. I presented my claim to the Executor and he has rejected it. What must I do to protect my rights?

REPLY.—Where an Executor in the State of New York rejects a claim against a decedent's estate, the parties may consent to have the claim referred to a proper person for determination, or they may consent to leave it to the Surrogate of the Executor's accounting. Unless such a consent is entered into, the creditor or person presenting the claim must bring the suit within six months after the rejecting of the claim, or he will be forever barred from any action or remedy against the Estate. Unless such an agreement as we have stated, is made, you must sue within six months after the rejection of the claim or lose all rights.

RIGHTS OF A RETIRING PARTNER.

QUESTION.—When a person retires from partnership and sells all his interest in the business and the good will, will this prevent him from starting a new business in competition with the old business or soliciting the trade of the old customers or from carrying on a new business in such a way as to make it appear that it is the old business?

REPLY.—The Courts are agreed that if he has sold his interest in the business and the good will, he has no right to carry on a new business in such a way as to make it appear that he is the successor to the old firm. Some States adopt the English view that his sale of the good will of the business also prevents him from soliciting the trade of the old customers. In other States, such as New York, the law seems to be that the retiring partner can start a new business in direct competition with the old and even go so far as to solicit the trade of the old customers unless he has made an express agreement not to do so.

BELKNAP HARDWARE & MFG. CO.

At the annual meeting of the stockholders of the Belknap Hardware & Mfg. Co., Louisville, Ky., held on May 24, the following officers and directors were elected: William R. Belknap, president; Morris B. Belknap, vice-president; William Heyburn, vice-president; John W. Price, vice-president; Richard I. James, secretary; Harry S. Perkins, treasurer; M. R. Porter assistant treasurer. Directors: William R. Belknap, Morris B. Belknap, William Heyburn, John W. Price, R. I. James, Harry S. Perkins, Arthur D. Allen, M. R. Porter, Charles W. Allen. The company reported having spent approximately \$400,000 during the past fiscal year for new buildings and improvements. The plant now consists of eight buildings with about 1,000,000 square feet of floor space. All the buildings are connected by underground tubes, and in this connection 65 telephone stations are used.

"MECHANICAL DRAWING FOR PLUMBERS."

The Plumbers' Trade Journal Publishing Co., 61 Beekman Street, New York, have recently published a handsome octavo volume under the above title, in which they have embodied a series of articles written by R. M. Starbuck for the journal in question with a view of making mechanical drawing a valuable and practical acquisition to the plumber who wishes to gain a thorough knowledge of all that applies to his particular line of plumbing work. The book is embellished with 150 drawings of actual and practical work, elementary and otherwise, by the aid of which the contents are made plain in connection with the drawings, being readily understood in all their applications and in language that can be easily comprehended, without the mystifying effect of trying to translate the customary technical language in which the subjects treated are usually couched. The effect has been to make perfectly obvious by the aid of mechanical drawings many difficult problems in plumbing which the easily acquired art of the student can make sufficiently plain, and the proficiency of the plumber is thereby made subservient to a course of study that produces results in a short time, that hastens his skilled ability and gives the requisite confidence to an employer to prosecute the most difficult phases of his employment. Mr. Starbuck says in the introduction that what he has written "has been undertaken with a firm conviction that the knowledge of the subject of plumbing drawing has to-day become a most valuable and practical acquisition to the working tools of the plumber. In fact, no person who is connected with construction work of any kind can afford to be without a thorough knowledge of such drawing as belongs particularly to his line of work. Much that the author has to say in this little treatise is the result of his own experience gained in the pursuit of the plumbing business, and it is the thought of the personal benefit that he has derived from a knowledge of the subject that has led him to attempt the writing of this series. The writer believes that his readers will appreciate with him the many difficulties that confront an attempt to give instruction of this nature by means of printers' ink rather than by word of mouth, for certainly personal oral instruction is the only method to bring the fullest results. It is his sincere hope that this little book may prove of some real and practical benefit to the younger men of our trade for whom it is especially intended." The book is divided into twenty-six chapters or separate heads, each of which treats of a special subject, so that the 110 large pages are filled with the very information which is the most important on each subject that the young plumber would desire to be informed upon.

The author says in commencing his work: "The man who to-day does high-class plumbing or heating, and is worthy the name of doing that class of work, is as deserving of credit as is the lawyer who conducts his case in court successfully, or the physician who performs the duties that devolve upon him in a creditable manner. The trade, we must remember, is not in the crude state that it was years ago, and if the plumber keeps abreast of the times he must educate himself along several lines in addition to the manual side of the question. He must be conversant to some extent with chemistry, and the subject of physics, that is, natural law, is more valuable to him than to any other man that we can think of. If he is to make the most of himself and his opportunities, the progressive man cannot do better than to take up the study of mechanical drawing, at least so far as it concerns the laying out of plumbing and heating work. A knowledge of the subject is valuable, not only to the man who is conducting the business and uses his knowledge in demonstrating his ideas to the prospective customer, but even the apprentice cannot afford to be ignorant of it, for on paper he can lay out work, run his lines of pipe and make his connections—all in a practical way—and gain experience thereby that he cannot gain in serving at the trade, unless more fortunate than his brothers in the advantages that are given him. The writer has in mind instances where the obtaining of good work can be traced directly to the fact that a neat little sketch of the proposed work was submitted to the owner. The sketch showed that the one who presented it was up-to-date, and knew his business, and that thereby he gained a better place in the opinion of his customer than his competitor, was to be expected. And it is these little points that count, not merely to-day, but always in the years to come."

C. W. GAUSE COMPANY.

C. W. Gause, late of Dunham, Carrigan & Hayden Company, San Francisco, and formerly with the Simmons Hardware Company, St Louis, has just organized the C. W. Gause Company, the business of which will be that of factors in Hardware and kindred products, for domestic and export trade, in San Francisco. The company has a temporary office at 314 San Pablo Avenue, Oakland.

TRADE OF THE UNITED STATES WITH JAPAN.

Trade of the United States with Japan is larger than with any other oriental country, and aggregated in 1905 106 million dollars. The exports to Japan have grown from a little more than 5 million dollars in the calendar year 1895 to over 55 millions in 1905, being more than ten times as great in 1905 as in 1895. The imports from Japan also show a material increase, having been 27½ million dollars in 1895 and nearly 51 millions in 1905. The gain in exports to Japan, comparing 1905 with 1895 is not quite so rapid as in those to China, but the growth in imports from Japan is much more rapid than in those from China. In the period from 1895 to 1905 the exports to Japan increased 45 million dollars, and those to China increased practically 55 millions. During the same period imports from Japan increased 23 million dollars, while those from China increased but about 6 millions.

The growth in exports from the United States to Japan and China has been a remarkable feature in our export trade in the last decade. The increase in exports to Japan was in round terms 50 million dollars, while during the same period the growth in exports to all South America was but 32 million dollars, to all Africa but 10 millions, to Oceania, including Hawaii, 30 millions, and to all Asia except Japan and China 13 millions. Thus the growth in exports to Japan from 1895 to 1905 has been greater than that to South America, Africa, Oceania, or Asia exclusive of Japan and China; while the growth to Japan and China in combination has been greater than that to the remainder of Asia, plus Africa, South America and Oceania.

This growth in exports to Japan has occurred chiefly in very recent years. A statement just issued by the Department of Commerce and Labor through its Bureau of Statistics shows the details of commercial movements between the United States and its neighbors on the west. The exports to Japan, as indicated, were but a little over 5 million dollars in 1895, and had reached 21 million dollars in 1903, when the extraordinary demands for foodstuffs, railway material, machinery of all sorts, and material for clothing during the war pushed the total up to 31½ millions in 1904 and 55¼ millions in 1905. Exports to China, which were but little less than 4 millions in 1895, lagged until 1903, when they were 15 million dollars; they grew to 28 millions in 1904, and by reason of the unusual demand for American cottons and copper, as explained a week ago, grew to 58½ millions in 1905.

The articles which make up the large and rapidly growing total of American exports to Japan are more widely diversified than in the trade with China. The chief articles in the exports to Japan and their values in the fiscal year 1905 were raw cotton, practically 17 million dollars; manufactures of iron and steel, about 10 million dollars; flour, 5 millions; leather, 5 millions; mineral oil, nearly 3 millions; provisions, including meat, butter, condensed milk and canned foods of various kinds, about 2 millions; cotton cloths, a little over 1 million; copper, a little over 1 million, and breadstuffs other than flour, a little over 1 million.

This diversification is a marked characteristic of trade with Japan in recent years. Raw cotton exports to Japan in the fiscal year 1895 amounted to less than 1 million dollars, to 12 million dollars in 1900, and were practically 17 millions in 1905, far in excess of any earlier year. Manufactures of iron and steel exported to Japan in 1895 amounted to less than one-half million dollars, and in 1905 were over 10 millions, with a large increase in the number of classes included under that general term. Leather exports to Japan in 1895 were less than one-half million dollars in value, and in 1905, 5 millions. Flour exports to Japan in 1895 amounted in value to but a quarter of a million dollars, and in 1905 to over 5 millions, while other breadstuffs exported were valued at more than 1 million. Cotton cloths exported to Japan in 1895 amounted to less than \$100,000, and in 1905 to over 1 million dollars. Unmanufactured tobacco exported to Japan in 1895 amounted to less than \$8,000, and in 1905 to nearly 1 million dollars.

On the import side the growth has been less rapid and the variety of articles rather more restricted than on the export side. Raw silk formed in 1905 more than one-half the value of the total imports from Japan, being practically 52 millions. The growth in imports of raw silk has been very rapid during the decade, the total imports thereof from Japan having been but 10 million dollars in value in 1895 and practically 29 millions in 1905; while the manufactures of silk imported from Japan amounted to a little over 6 million dollars in 1905, against 4¼ millions in 1895. Tea was the next article in importance among the imports from Japan, amounting in 1905 to a value of a little over 7 million dollars; matting and mats to a little more than two millions, and earthen, stone and china ware to nearly 1 million dollars.

PROFIT MAKING LINES

"COMMUNITY SILVER."

The interest attaching to Community Silver and the men who make it, is sufficient to justify some special notice. As at present constituted the Oneida Community, Ltd., is a strictly commercial organization. It ranks among the larger manufacturing interests of the United States, operating no less than five separate and extensive manufacturing establishments in connection with its

nary triple plate of commerce. The character of this plate imparts extraordinary durability, the life of the ware under ordinary usage being conservatively estimated at from twenty-five to thirty years. The wearing qualities of Community Silver were recently demonstrated in a unique experiment at the hands of an ingenious silver plater at the company's works. Attached to a revolving arm were various well-known makes of plated flat ware, which were so suspended that as they swung around the



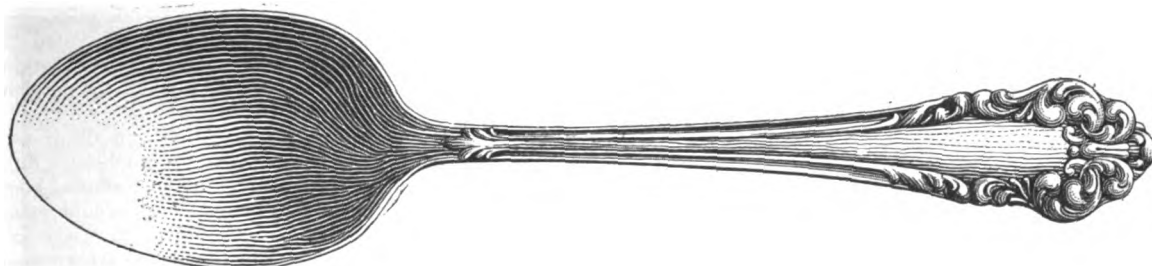
AVALON PATTERN.

various departments. These departments, however, are merely alluded to in passing, the most famous product of all being Community Silver, in which the readers of this journal will be especially interested.

The product easily lends itself to artistic presentation, and where elements of superior merit exist there is always matter for reasonable and convincing argument. While there has been no aim at introducing great variety of designs, such patterns as are made are always the work of recognized artists and do not fail to satisfy the varying tastes of consumers. Of these designs the "Flower-de-Luce" pattern is probably the best known.

circle they came in contact with a number of objects over which they continued for some time to drag and bump and rattle. By this means they were subjected to the hardest wear that they would be liable to encounter in actual use. It was found that Community Silver traveled a distance of about eighty miles before showing the effects of wear, out-distancing the best of its competitors. This unusual experiment furnished a very practical test, constituting a concrete and unanswerable argument for durability.

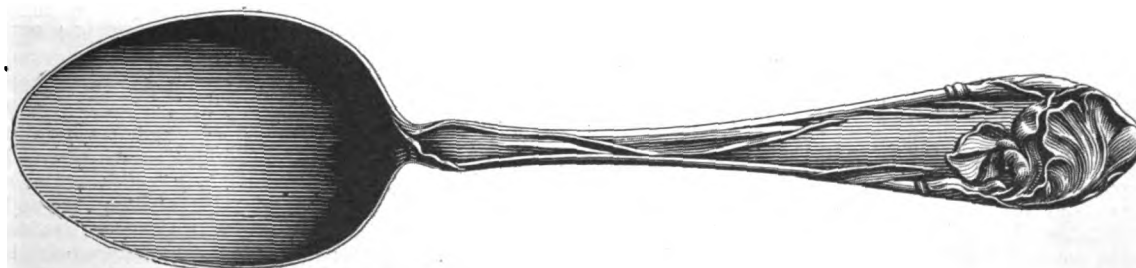
Other salient points may be briefly mentioned. The element of "balance," that poise which causes a knife or fork or spoon



AVALON PATTERN.

The flower in question is peculiarly adaptable for such a design; it does not need to be conventionalized, but is reproduced in the silver practically as it is found in nature. For example, the bowl of a spoon may be said to represent a bulb from which the tender stems push their way up along the handle of the spoon culminating at the top in a beautiful open flower. The lines bearing this pattern have the subdued finish so largely in vogue at the present time. A simpler design, though none the less correct in its own way, is the "Avalon" pattern which is conventional but classic in its outlines. The latter design possesses

to "feel" right when held in the hand, this has not been overlooked in the making of Community Silver. Again, the thickness of the plate permits of engraving as in the case of Sterling silverware. In short, the aim of the Oneida Community, Ltd., has been to furnish a product which should be absolutely superior in all respects, regardless of the initial cost or the prices it would be necessary to charge. That is to say, in the first instance the sole consideration was that of quality; questions of cost and problems of marketing were matters to be taken up afterwards. And yet it is only fair to state that Community Sil-



FLOWER-DE-LUCE PATTERN.

a bright finish, preferred by many purchasers owing to the brilliancy it adds to the table. The selection of design is simply a matter of individual taste, as the same standards as to weight and quality apply to all.

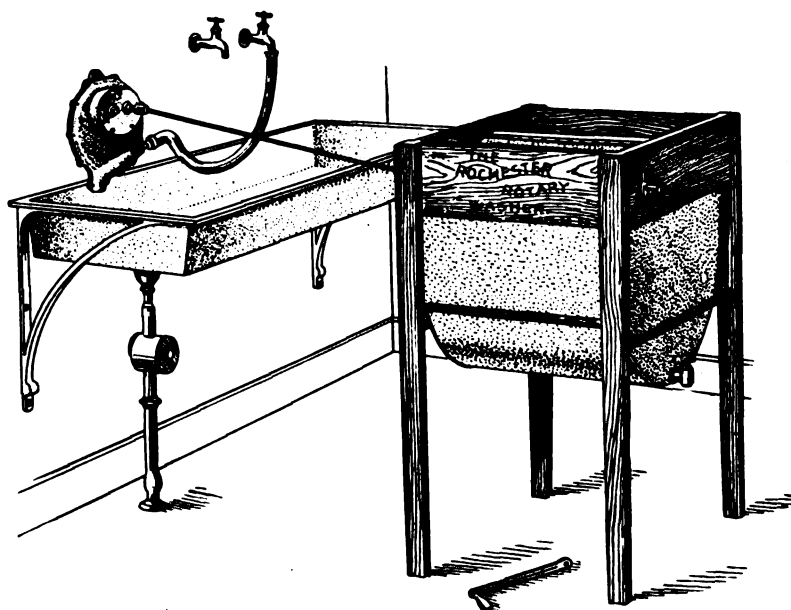
Aside altogether from the matter of design, there is another consideration upon which very great emphasis is placed. To Community Silver belongs the distinction of having the heaviest pure silver plate of any ware on the market. The term "triple-plus" has sometimes been used to distinguish it from the ordi-

ver costs but little more than the ordinary silver plate of commerce.

So far as the trade is concerned, the policy of the management is a generous one. A good margin of profit affords practical incentive. The company has no retail salesrooms, sending the consumers direct to the dealers. And it is the trade that reaps the first fruits of this volume of advertising. These facts partly account for the good will with which the Oneida Community, Ltd., is regarded by dealers everywhere.

THE ROCHESTER CYLINDER ROTARY WASHER.

The Rochester Rotary Washer Co., Rochester, N. Y., are the manufacturers of the Cylinder Rotary Washer, shown in the accompanying illustration, which is 36 in. high, 28 in. long, 22½ in. wide, and its cylinder is 20 inches in diameter. The iron work is well galvanized, and the entire machine is securely and substantially constructed. There is nothing to grind, tear or stain the clothes in the slightest degree. The articles to be washed are placed within a wooden cylinder, and do not come in contact with any metal likely to rust there. This washer is built on an entirely new principle. It has a rotary cylinder—composed of alternate wooden slats and perforated zinc—non-rustable, allowing the free access of hot soap suds in which the cylinder revolves. The gear wheel connecting the handle with the cylinder shaft renders the labor of turning extremely easy. The cylinder holds from 40 to 60 pieces, three times as many clothes as any other washing machine made, and will wash anything from the



THE ROCHESTER CYLINDER ROTARY WASHER.

most delicate fabric to the heaviest blanket. As it revolves the clothes are prevented from packing by two wooden wings (a patented device in no other washing machine) placed on either end of the cylinder, at such an angle that the clothing falling against them, is thrown on the opposite side. This motion opens up the clothes, subjecting every article to the suction of the suds, produced by the revolutions of the cylinder. The wear of the clothes is thus reduced to the minimum. There is no tearing or grinding action whatever. The clothes are thoroughly sterilized in the scalding rinsing water. It is, therefore, a waste of time to boil the clothes when using this machine. It has a deeper tank than any other machine, permitting the use of an abundance of water without the slopping or dripping of dirty water on the floor. It is the most durable machine made. It has no wooden tub to shrink, warp or rot. It is made of the best material and of the best workmanship.

Another valuable feature about the Rochester Cylinder Rotary is the fact that it can be operated by water, electric, gas or gasoline motor, at a merely nominal cost by water motor. This water motor can be used in any home without inconvenience or expense. All the work there is to the washing is putting the clothes into the washer and wringing them when they come out.

"A MANUAL OF CARPENTRY AND JOINERY."

Under the above title an important book, by J. W. Riley, has recently been published by the Macmillan Company, No. 66 Fifth Avenue, New York and London, treating of the necessary preliminary knowledge of a technical character that should be inculcated in the mind of a student of the above industry in order to make easy any work he may undertake and bring it intelligently to a successful conclusion. The volume forms a compact book of 500 pages, printed clearly on good paper, and would prove a handsome and useful volume to be added to the working library of the industrious and intelligent carpenter who takes an ambitious pride in his work. It will be found especially instructive to the apprentice daily adding to his stock of knowledge, as the work is sufficiently elementary in character, and amplified and rendered even more instructive by the nearly one thousand illustrations with which the painstaking author has illumined its text.

In his prefatory introduction to the work in question, he

states: "In writing this book the needs of carpenters and joiners who are studying the scientific principles of their work have been borne in mind throughout. Students who are attending classes in technical institutes to prepare for examinations will find that the following chapters have the same aims as their syllabus, inasmuch as they are intended to develop an appreciation of general principles rather than to encourage empirical methods of work."

The simplest types of construction have been dealt with most fully, and the principles they embody have been emphasized continually. Without going into great details, these rules have then been applied to more complicated examples, for a long experience has convinced the author that the student who has grasped the fundamental facts of the subject requires a minimum of guidance in more advanced work. Unusual prominence has been given to the elementary parts of geometry, mensuration and mechanics, because students of carpentry and joinery constantly begin their work without this necessary preliminary knowledge.

Among the special features of the book are the chapters on

Tools and Wood-Working Machinery as well as a large number of technical diagrams of details of construction. It is hoped that in addition to its use by students of technical classes the book will be of service to practical men in the workshop, and to schoolmasters framing courses of manual training. Summaries are given at the ends of the chapters and ample material for testing the knowledge of the student will be found in the questions which immediately follow the summaries. The work is sub-divided under the following heads: Timber, Plane Geometry, Solid Geometry, Mensuration of Carpentry and Joinery, Tools, Wood-Working Machinery, Joints and Fastenings, Wooden Floors, Wooden Roofs, Partitions and Wooden Framed Buildings, Miscellaneous Carpentry Instructions, Mechanics of Carpentry, Doors and other Panel Framing, Windows, Roof Lights and Conservatories, Staircase Work and Hand Railing, Work Shop Practice and Special Instructions, with Technical Examination Papers, Answers and Index.

Each of these chapters is treated exhaustively in all matters, relating to the various subjects and all matters that make the mechanics information sufficiently complete to give him confidence to take any job and fill it satisfactorily.

The volume can be obtained from the publishers direct for the moderate price of \$3, and the amount of technical knowledge obtainable from a study of its many pages would seem to be incalculable, and well worthy of the thorough study and close attention of the beginner and also the skilled laborer and mechanic further advanced.

THE UTILIZATION OF BLAST FURNACE GAS.

Many of the steel mills, iron works and other furnace plants are making great progress in the utilization of blast furnace gas. This has chiefly become possible, because within the last few years the gas engine business has made enormous strides. A gas engine unit of 100 horse power was, about five years ago, a curiosity, while to-day such engines are manufactured with a capacity that runs as high as five thousand horse power. These engines have found a great field of utility in mills, mines and factories where their introduction offers many points of advantage. It saves much space, because boiler room is eliminated. Its operation is more uniform and less costly than the steam engine. The manufacture of producer gas, which has also reached a state of high development recently, is another feature which makes the use of the gas engine desirable. In the mills, however, the blast furnace gas, which would otherwise have to go to waste, is now used for the operation of gas engines, which furnish power in various forms throughout the mills. The United States Steel Corporation was perhaps the first large mill operator which began the operation of gas engines with producer gas and that company has a number in use. In the rail mill at Braddock, Pa., gas engines run several immense electric generators which furnish power to the rolling mills and other machinery, and these gas engines are operated by blast furnace gas. In addition, the American Steel & Wire Co., which is an underlying company of the U. S. Steel Corporation, is now equipping the plant at Worcester, Mass., with an 800 H. P. gas engine to operate the mill machinery. All of these gas engines are manufactured by The Westinghouse Machine Co. of East Pittsburgh, Pa., which firm makes a specialty of their production, and produces gas engines as large as 5,000 horse power.

There is nothing so bad that will not admit of something to be said in its defense.—STERNE.

RECENT TRADE PUBLICATIONS.

WESTINGHOUSE ELECTRIC & MANUFACTURING Co., Pittsburgh, Pa., have issued a special publication No. 7043, illustrating and describing the Westinghouse Electric Fans. The booklet presents a very artistic appearance, and views are given of the interiors of homes, stores, restaurants, offices, banks, etc., which are fitted out with various types of fans of the company's manufacture, comprising Desk and Bracket Fans, Ceiling and Floor Column Fans. Westinghouse Small Power Motors are also shown for such service as operating sewing machines, dental apparatus, coffee grinders, small ice cream freezers, phonographs, sign flashers, moving window novelties, and hundreds of other adaptations. The booklet may be had upon application.

STUDEBAKER BROS. MANUFACTURING Co., South Bend, Ind., with branches in New York, Chicago, Kansas City, San Francisco, Portland, Ore., Salt Lake City, Denver and Dallas, are sending out some very attractive and striking literature regarding their Studebaker Junior Wagons for boys and girls. Various illustrations from life are given, showing the amount of enjoyment afforded by the possession of one of these little vehicles. The company state: "The demand for this splendid little wagon is so extensive that we have made a special department for it, and expect to sell during the season more than 10,000."

DUFF MANUFACTURING Co., Pittsburgh, Pa., with works at Allegheny, Pa., have distributed their Catalogue G for 1906. This firm, which was established in 1883, are exclusive manufacturers of Barrett's Patent Compound Lever Jacks, and Duff Roller Bearing Screw Jacks. Included in the contents will be found a line of Track Jacks, Automatic Lowering Jacks, Car and Journal Jacks, Geared Ratchet Lever Jacks, Oil Well Jacks, Pipe Forcing Jacks, Automobile Jacks, Differential Screw Jacks, Motor Armature Lifts and Traversing Jack Bases. Dimensions and price lists accompany the same, and the catalogue is a very complete one of this class of goods.

ABERCROMBIE & FITCH Co., No. 57 Reade Street, New York, have published a catalogue and price list of Complete Outfits for Explorers, Campers, Prospectors and Hunters. Illustrations and descriptions are given of Wall Tents, Shelter Tents, Canoe Tents, Camp Beds, Tables, Folding Shelves, Chairs, Stools, Bath Tubs, Lanterns, Acetylene Gas Stoves, Pocket Lamps, Axes, Hatchets, Picks, Shovels, Buckets, Sleeping Bags, Ovens, Cooking Outfits, Bakers, Food Bags, Clothing, Saddles, Sledges, Toboggans, Snow Shoes, Canoes, Shotguns, Rods, Reels, etc. This catalogue is an exhaustive one, and will be found exceedingly interesting.

MAINE WOOD NOVELTY Co., No. 104 Reade Street, New York, manufacturers of wooden novelties and house furnishing specialties, are sending out to the trade their catalogue. Included in the contents will be found their Genuine "Hub" Step Ladder, the "Pilgrim" and "Gem" Step Ladders, Shelf Steps, Plank Ladders, Ladder Hooks, Window Cleaning and Sectional Ladders, Safety Extension Ladders, Hardwood Meat Boards, Pastry Boards, Ratchet Ironing Tables, Square Clothes Bars, Maine Wall Dryers, Advance Clothes Dryers, Folding Wash Benches, Boston Wash Benches, Folding Card and Sewing Tables, Toy Tables, Lap Boards, Step Ladder Chairs, Library Steps, Maine Hardwood Flower Stands, Baby Tenders and Walking Chairs and Lawn Swings. This is a very complete catalogue, and should be sent for.

NEW YORK AND NEW JERSEY LUBRICANT Co., Nos. 14-16 Church Street, New York, are distributing a booklet entitled "The Survival of the Fittest Lubrication," devoted to a description of the Non-Fluid Oils of which they are manufacturers. The company state: "This booklet is practically a treatise on the important subject of obtaining the most efficient service from machinery at lowest cost for repairs, lubricants, etc., therefore is of value to all who are interested in the uninterrupted and economic operation of machinery."

ANDERSON TOOL Co., Anderson, Ind., have favored us with a booklet describing and illustrating some of the many useful articles of their manufacture. Included in the contents will be found

the Anderson and Dunn Computing Cheese Cutters, the Dunn Long Horn Cheese Cutter, Dunn Cheese Cutter Case, Dunn Computing Oil Tank, Anderson Slot Machine for clipping cigars and delivering matches; Swank Computing Scoop, Corbin Computing Scale, Dunn Automatic Scale, Dunn Computing Scale and Crescent Putty Knife. This is a catalogue that should be sent for by the dealer.

STUDEBAKER AUTOMOBILE Co., South Bend, Ind., with a New York office at Broadway, Seventh Avenue and Forty-eighth Street, have published a booklet entitled "Italy and France in a Studebaker Car." In the foreword the company state: "Half the pleasure in doing is in knowing how to do. These notes are not intended to give an extended history or complete scenic description of the places and countries visited during an automobile trip on the continent, but rather to serve the novice with information, practical and beneficial, derived from the experience of a novice. This little book gives an interesting account of a tour from Florence to Paris, and is particularly noteworthy on account of the very full notes which give much useful information for the novice in foreign touring." The latter half of this book is devoted to giving details of expense, recommendations regarding the hiring of chauffeurs, securing useful maps and guides, and very helpful data in regard to custom regulations, hotels, repairs, garages, etc. This company are also sending out folders illustrating and describing their Gasoline and Electric Automobiles, Electric Trucks, Express Wagons, etc.; also a folder concerning the Studebaker Automobile Front, showing the manner of attachment and use.

WILEY & RUSSELL MFG. Co., Greenfield, Mass., are distributing circulars of their Genuine Lightning Full Mounted and Green River Screw Plates, with specifications and price lists. The company states: "The quality of the Green River Screw Plate both as to material and workmanship, is up to the highest standard; and its simplicity and durability, with its moderate price, makes it particularly attractive. Like the Lightning Plates, it does its work at a single cut. The die is adjustable for wear, and to make bolts and nuts fit tightly or loosely as may be desired. The stock used is similar to the Lightning, and the taps the same."

CLARK MANUFACTURING Co., Buffalo, N. Y., have favored us with a copy of their 1906 catalogue devoted to Blind Hinges, which includes a line of Surface Gravity-Locking Blind Hinges, under the name of Cottage, Diamond, National, Victor, Noiseless, Empire, Storm and Eagle. There will also be found in the contents Niagara Stove Pipe Dampers, Lull & Porter, Dixie and Buffalo Reversible Shutter Hinges; also Self-Closing Reversible Gate Hinges and Latches, Superior Loose Pin Door Butts; Buffalo, Olympia and Samson Spring Hinges; Buffalo, Eclipse Standard and Square Sash Pulleys; Stove Lid Lifters, Sash Cord Irons, Shelf Supports, Scroll Sink Brackets, and Niagara and Acme Door Pulls. This catalogue should be in the hands of every Hardware dealer.

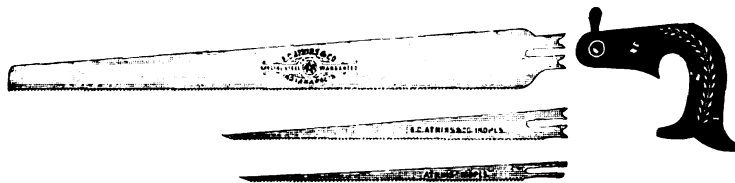
THE W. H. MULLINS Co., Salem, Ohio, have issued an exceedingly artistic catalogue printed on calendered paper and illustrated with fine half-tone engravings, showing their line of Pressed Steel Boats, this being their Catalogue No. 12. The booklet is filled to overflowing with picturesque views of the boats in use at various summer resorts, and specifications and illustrations will be found as well of their line of Motor Boats. An interior view of their factory is also shown, and a description and price list of extras are included. This seasonable and interesting catalogue may be had upon application to the manufacturers.

COLEMAN HARDWARE Co., 168 Michigan Avenue, Chicago, manufacturers of Builders' and Cabinet Hardware, have issued their Catalogue No. 9. In the contents will be found illustrations and descriptions of their casters, sash balances, frame and sash pulleys. The company state that they are equipped to manufacture complete all kinds of Hardware specialties, either in grey iron or stamped steel, and make a specialty of fine grey iron castings.

NEW GOODS AND SPECIALTIES

ATKINS METAL CUTTING SAW.

E. C. Atkins & Co., Indianapolis, Ind., whose motto is "Atkins always ahead," are placing upon the market a tool that will be welcomed by the carpenter especially, as filling an ideal. It is placed before the trade in the shape of a nest of saws, as shown in the following illustration, and is intended to include in the large blade, which is of silver steel hardened for metal cutting purposes, a saw that will cut through a nail or piece of metal

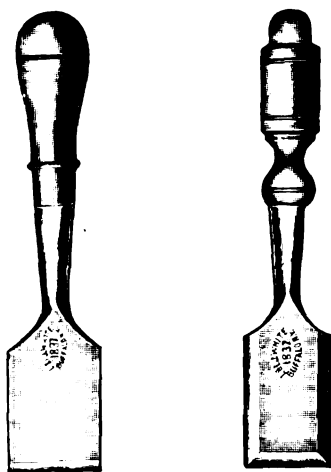


ATKINS METAL CUTTING SAW.

without fear of damage to the saw. Heretofore there has been no provision for a tool that would accomplish this work. In this saw the teeth are cut straight across, and the saw operates without a set. It is taper ground from tooth edge to back and is of sufficiently wide gauge so as to cut a kerf wide enough to permit the use of an ordinary saw properly set without damage to its teeth. With the nail cutting blade comes both compass and a keyhole blade, made of silver steel and gas tempered to that particular degree essential in order to produce the best results and hold their keen cutting edges the longest possible time. Any of these blades are made to fit an adjustable handle, which is operated by a thumb lever. The blades can thus be used in the regular way or made to operate at any angle or even reversed, if desired. It can readily be seen that the operator by the use of this tool may reach almost any spot desired and after starting the kerf with either of the small blades, may insert the metal cutting blade, this being made narrow on the point with that end in view. The nail can then be cut, after which the metal cutting blade can be withdrawn and an ordinary blade substituted. The nest of saws (known as No. 3) is already in the hands of most of the large dealers, or can be secured through the home office at Indianapolis, or at any of the ten Atkins branches at Atlanta, Chicago, Memphis, Minneapolis, New Orleans, New York City, Portland, Seattle, San Francisco and Toronto, Canada.

SOCKET BUTT CHISELS.

L. & I. J. White Co., Buffalo, N. Y., with New York office at No. 45 Centre Street, are the makers of the Socket Butt Chisels of which we give illustrations herewith, they having recently



SOCKET BUTT CHISELS.

added them to their line of carpenters' tools. They are manufactured in both plain and bevel edge and in all sizes from $\frac{1}{8}$ to 2 inches. They are solid cast steel, nine inches over all, and are used for fitting in butts when hanging doors.

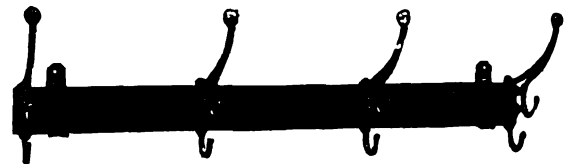
METALLIC WALL RACKS.

The Ideal Register & Metallic Furniture Co., Detroit, Mich., are making a line of metallic wall racks. The racks have sliding hangers which fit on the metal straps to which the coat and hat hooks are attached, so that it is an easy matter to adjust them so that the screws with which they are attached to the wall will strike the studding. This is particularly desirable where they must be attached to a lath and plaster wall. The three



NO. 74.

styles shown in the accompanying cuts are made as follows: No. 74 has a $\frac{3}{4}$ inch cold rolled steel strap, 20 inches long, and four malleable iron hooks; No. 76, same as No. 74, but has six hooks on a 30-inch strap; No. 84, 2-inch cold rolled steel strap 24



NO. 84.

inches long, has four malleable iron hooks; No. 86, same as No. 84, but has 36-inch strap with six hooks; No. 94, 2-inch cold rolled steel strap 24 inches long, with four malleable iron hooks connected by two 3-16 inch Bessemer steel rods; No. 96, same as No. 94, but has 36-inch strap with six hooks. All styles are

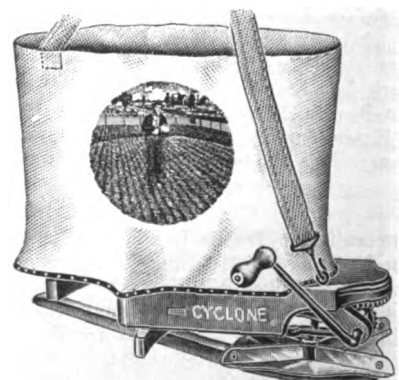


NO. 94.

burnished in oxydized copper or nickel finish. The racks may be used in the hall to supplement the ordinary hall rack, or they may be placed in toilet rooms and large closets. The racks are mentioned as being very moderate in price and easy to put in position.

THE CYCLONE SEED SOWER.

The Cyclone Seeder Co., Urbana, Ind., are the manufacturers of the Cyclone Seed Sower, which has been long before the trade



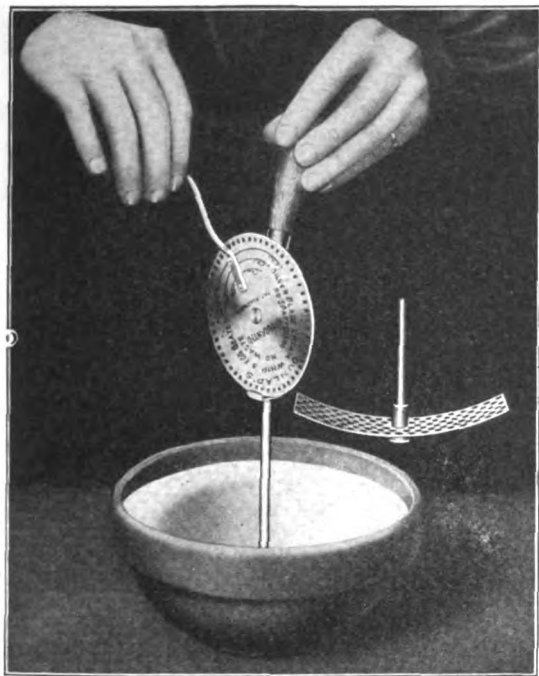
THE CYCLONE SEED SOWER.

as a convenient, practical and an all around first-class grain and grass seeder that will meet the most exacting demands. It differs materially and very advantageously from all other sowers in

having a slope feed board with an oblong hopper which terminates in a metal edge on which edge oscillates a feed plate which does not allow the seed to become clogged, but makes a positive force feed and insures a uniform flow and even distribution of seed. The machine is supplied with their recently patented interlock, double flange, non-solder joint distributing wheel and a self-acting feed adjustment so that seed can be let on or shut off instantly. The right side of sower is concave in shape and rests nicely against the body just above the hip. The crank being above the distributing wheel brings both hands to nearly a level and gives the operator the easiest position possible with left hand resting naturally in place to open or close feed instantly. The frame parts are made from well seasoned yellow poplar and the curved parts from tough sycamore. The machine is neatly finished and nicely painted, has a large heavy duck hopper and is specially recommended by the makers when a sower is wanted for sowing grain, as well as grass seed.

SILVER BLADE CREAM AND EGG WHIP.

J. S. Dunlap, Nos. 39-45 West Randolph Street, Chicago, is the manufacturer of the Silver Blade Cream and Egg Whip, of which we give an illustration herewith. The No. 2 size, which, when a pint or more is to be whipped, the manufacturer strongly recommends, has a perforated blade of flexible silver and con-

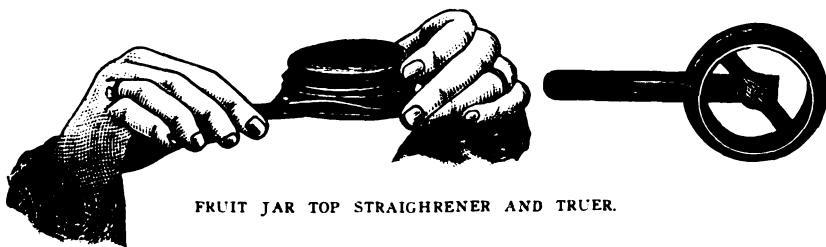


SILVER BLADE CREAM AND EGG WHIP.

tains more than a yard of cutting edge when in motion, and cuts, rather than beats the cream without spattering it or producing fatigue to the muscles. It is further stated that a half pint of ordinary cream can be perfectly whipped in less than one minute, if the cream and bowl are cold. When the whipping is finished the whipped cream, etc., is instantly slipped off the blade by a sudden movement over the bowl, a few seconds sufficing for washing the whip.

FRUIT JAR TOP STRAIGHTENER AND TRUER.

The Home Supply Mfg. Co., Rockford, Ill., are placing upon the market the Fruit Jar Top Straightener and Truer which we illustrate herewith. The device is shown in the cut on the right



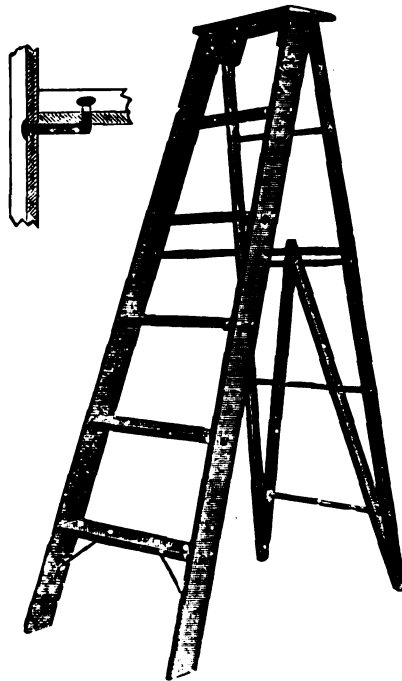
FRUIT JAR TOP STRAIGHTENER AND TRUER.

hand, while the manner in which it is used is readily elucidated from the rest of the cut. In its construction the circular portion of the device is cast and the revolving handle is stamped from steel. It is designed to straighten the lower edge of

flanges of fruit jar tops, many of which become bent or are made uneven by the careless manner of their use, although quite a number suffer from bad packing, which this simple device can be relied on to straighten and make as good as ever. The saving of a single jar of fruit is referred to by the makers as paying for the straightener.

THE PILGRIM STEP LADDER.

The Maine Wood Novelty Co., No. 104 Reade street, New York, are the manufacturers of the Pilgrim Step Ladder, which is illustrated herewith, and represents a ladder for which there has long been a specified demand; the trade requiring in addition to the other styles now on the market a step ladder which at a medium price possesses great strength and yet not too heavy

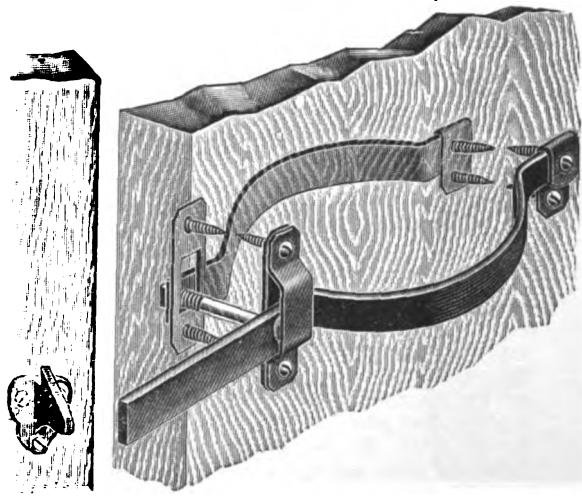


THE PILGRIM STEP LADDER.

for ordinary use. Electricians, painters and carpenters have wanted just such a ladder for all purposes where strength and rigidity are required. The Pilgrim is made of clear Kennebec spruce, with a steel right angle brace riveted down through the ends of each step and through the sides on steel burrs countersunk, making a perfectly stiff ladder for any use. It has wrought iron hinges riveted on, and is braced on the back by extra strong triangle back legs, as shown in the cut, and is provided with an independent pail rest. They come in all sizes, from 2 to 12 feet, weighing about 3 pounds per foot.

STEEL BARN DOOR LATCH.

Falkenhainer & Co., 313 Carr Street, St. Louis, Mo., are the manufacturers of the Steel Barn Door Latch, which we illustrate herewith. This is a latch the action of which is positive



STEEL BARN DOOR LATCH.

and direct. Slightly lifting the handle on either side of the door opens it, and whether opening the door from the outside or closing from the inside there is no strain whatever upon the screws.

The connecting bolt passes through the outer handle and screws into the inside handle, which is fitted with a jamb-nut on the inside, avoiding all danger of the thread giving away by the hardest kind of a pull with either hand. By this arrangement you apply the pressure against the door, whether pulling it open or shut. The latch is easily and quickly applied, a bit and brace and screw-driver being all the tools required. The manufacturers furnish a connecting bolt, which makes the latch adjustable to doors from $\frac{3}{4}$ to $1\frac{1}{2}$ inches thick. Should the door be lighter or heavier simply use a shorter or longer bolt. They are finished with a coat of durable black japan. The latches are packed with all the necessary screws, and they are put up in neat and convenient shelf boxes, properly labeled, each box containing one dozen latches complete. The latches are referred to as being correctly made, all holes being punched true, and all parts fitting perfectly smooth.

THE "IRISH MAIL."

Hill-Standard Mfg. Co., Anderson, Ind., are the manufacturers of the "Irish Mail," an improved boys' wagon, advertisement of which appears in our columns. It is illustrated in the cut herewith. It is claimed to be built in a durable manner, and to stand a most extraordinary amount of knocking about. Its construction is as follows: The front axle is $\frac{9}{16}$ square steel, with bearings machine-turned and fitted to insure easy running. The back axle is $\frac{5}{8}$ cold-rolled steel turned and fitted. The wood-

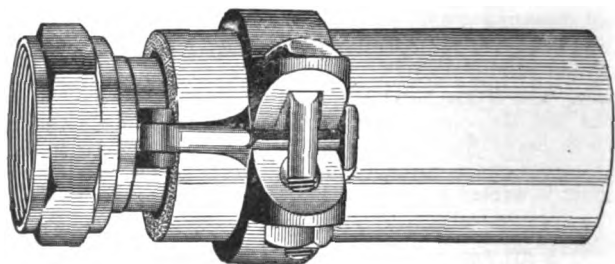


THE "IRISH MAIL."

work of the machine is hickory. It is claimed to have a greater tension than steel, and is sanded to give a smooth finish. Its finish is exceedingly attractive. The reaches, or long parallel bars, and handles are painted with two prime coats of red and one finish coat; the seat with two prime coats of green and one finish coat. The whole machine is then neatly stenciled and transferred with catchy designs. Then the machine is given two coats of varnish. The running gears of the machine are painted jet black. The wheels are tinned, giving them a light silver color. Attention is called to the fact that the variety of colors used on the machine gives it a very neat and attractive appearance. The wheels have extra heavy spokes and hubs, and are made of the very best material. The front wheels are 8 inches in diameter, with 12 spokes. The back wheels are 12 inches in diameter, with 16 spokes. The rubber tires are $\frac{1}{2}$ inch, made from the best grade of rubber, free from grit, and thoroughly vulcanized. The lever is connected to the large gear, which works on the small gear on the rear axle. This gearing gives the car increased speed with less energy. Only one wheel is secured to the rear axle. This wheel is the driving wheel of the machine, and is constructed in this way so that one wheel will be able to keep pace with the other in turning corners. In fact, this feature is on the same principle as the differential gear on an automobile. The car is started by placing the feet on the front axle. This is claimed to be very simple and without danger of the child getting his feet caught. The manufacturers claim to have no frail steering gears such as are often seen in vehicles of a similar character. By the addition of a detachable lever, which is furnished when required, every car is a single as well as a double car. The detachable lever can be attached to any "Irish Mail" by inserting two bolts. This is very easy and simple, and a child can adjust it. By ordering a detachable lever, a complete car is then furnished.

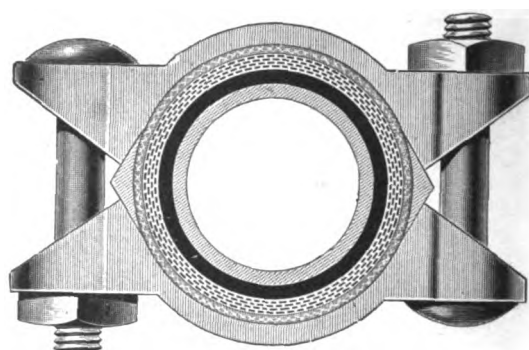
WOLF STEAM AND AIR DRILL COUPLING.

Boston Woven Hose & Rubber Co., Cambridge, Mass., have lately improved their Wolf Coupling, perspective and sectional views of which are given herewith. It is strong, heavy and designed to stand the roughest usage. The clamps are made of malleable iron, the bolts of best Swedish iron and the rest of the coupling of brass. By referring to Fig. 1, it will be observed



WOLF STEAM AND AIR DRILL COUPLING.

that the beveled piece is hinged on two ears or lugs. These are cast directly on to the tail of the coupling, making the beveled piece stationary and doing away with any lateral movement. Heretofore these beveled pieces were attached to a round collar and there was some slight likelihood of their slipping sideways.

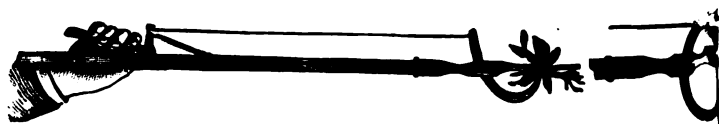


SECTIONAL VIEW.

Fig. 2 shows the clamps and wedge-shaped pieces, the latter serving the double purpose of pressing the hose firmly against the tail of the coupling, and of holding it to prevent it from blowing out. Tightening the bolts produces a uniform pressure around the entire circumference of the hose, so that the joint is said not to leak under any circumstances. It is also said that the coupling may be easily attached by anyone with the aid of a wrench, having nothing complicated in its construction and requiring no special tools.

THE CLEVELAND LAWN WEEDER.

The Cleveland Lawn Weeder Co., No. 97 Public Square, Cleveland, Ohio, are the manufacturers of this useful little implement which has been for some time before the trade and won a deserved popularity. The construction of it is graphically illustrated in the accompanying cut. The curved edge of blade,



THE CLEVELAND LAWN WEEDER.

which is shown, enters the soil and loosens it, when pressure upon the lever causes the toothed jaw to grasp the plant, when a slight pull is sufficient to dislodge the weed without disturbing the surrounding sod. It was awarded a silver medal for its acknowledged utility at the Universal Exposition at St. Louis.

MRS. HUTCHINS' STRAINER SPOON.

The C. K. Hutchins Co., Buffalo, N. Y., manufacture the useful Hardware specialty which we illustrate in the accompanying cut. Fig. 1. It consists of a spoon constructed of steel and then retinned with pure metal, and having an ebonized handle, and brass wire gauze strainer placed in the bowl, forming an extremely

handy kitchen utensil for skimming jelly or soup, or for poaching eggs or whipping cream; thus providing all the uses of a strainer or skimmer with all the convenience of a spoon. It

arms are all made of black walnut, the walnut of which is air-seasoned and dried in sheds from two to four years, then kiln-dried before going into the wood shops. In Fig. 1 we show the



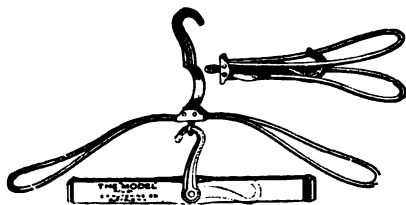
MRS. HUTCHINS' STRAINER SPOON.

measures 12 inches in length, and they are put up three dozen in box, in a very attractive manner for sales to be made, as shown in cut, Fig. 2, which may be placed on counter or case to attract the attention they deserve.



FIG. 2.

They also manufacture a folding "Model" set, consisting of Coat Hanger and Trouser or Skirt Hanger, that has the perfect shoulder shape so much called for by the trade, and which is illustrated in the cut herewith. They are thoroughly made



THE "MODEL" SET.

of steel and steel wire beautifully nickel-plated and especially durable. Packed one dozen in a box. The name of the dealer can be added to the trouser or skirt hanger at a cost of \$1 per gross extra.

MARLIN BABY REPEATING RIFLE MODEL 18.

The Marlin Firearms Co., New Haven, Conn., are calling the attention of the trade to the New Marlin Baby Repeating Rifle. The barrels are made of the first quality open-hearth gun-barrel



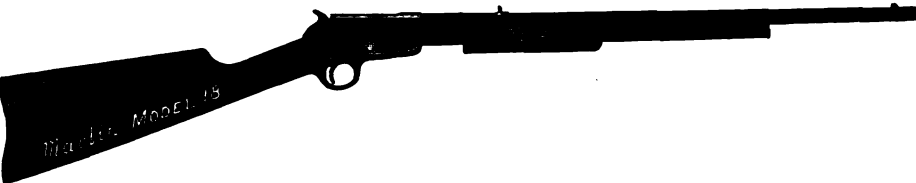
BREECH MECHANISM OF MODEL 18.

steel, having a tensile strength of from 60,000 to 80,000 pounds to the square inch, every billet being thoroughly welded and hammered before rolling, and each bar is finished by planishing. The

working parts of the rifle. The breech mechanism consists of two pieces only, the breech bolt and the locking bolt. The locking bolt is pivoted in the breech bolt in such a manner that while the rear part of the locking bolt is up within the breech bolt while the action is open, this portion of the locking bolt drops down against a section of the frame just as soon as the action is closed. The locking bolt and firing-pin are so adjusted that it is impossible for the cartridge to be exploded by the firing-pin until the cartridge is in the chamber and the action fully closed and locked. The action can only be opened when the firing-pin is forward. This rifle is made on the well-known solid top and side ejecting principle used by them on all their arms since 1889. Their breech bolt closes the opening flush with the outside of the frame. This construction is patented, and it can be had only on the Marlin. The Marlin Baby Repeaters are all chambered to take both the .22 short and the .22 long-rifle cartridges, but the rifles as sent out will handle only the .22 short cartridges through the magazine and carrier. When the purchaser wishes to use the .22 long-rifle cartridges, he can send to the dealer or the factory for an extra carrier for the .22 long rifle cartridge only, which will interchange with the carrier for shorts in his rifle. These carriers may be interchanged at will in a moment's time without tools. In Fig. 2 we illustrate the rifle with a 20-inch round barrel, weight about 3 pounds, 11 ounces, the catalogue price of which is \$12.50. They make the same with 20-inch octagon barrel, the catalogue price of which is \$13. Extra carriers complete, each, \$2. Barrels can be furnished 20 inches long only. Capacity of magazine 14 .22 short cartridges with one in the chamber, giving 15 shots without re-loading. The frames are blued. The butt-plates are steel, blued finish. No other style can be furnished.

THE ROYAL BLUE WASHER.

The H. F. Brammer Manufacturing Co., Davenport, Iowa, after an experience of thirty years in the Washer business, are placing before the trade the Royal Blue Washer, which is claimed to embody all the improvements which would naturally spring from an association with this class of manufactures for so long a time. The tub of the Royal Blue Washer is made of selected kiln-dried, Louisiana cypress, with legs solid with the tub and well braced; the inside surface is corrugated, similar to a washboard, thus affording the greatest possible amount of rubbing surface. The lid is made of two thicknesses of lumber, screwed together to prevent warping and is steam tight. The dasher block is made of hard wood; the dasher of iron and heavily galvanized. The gearing is made from the best grey iron and steel



MARLIN BABY REPEATING RIFLE MODEL 18.

boring, rifling, chambering and inside barrel finish are claimed to be all up to the old Ballard standard, which they have made for over thirty years. The frames are drop-forged from the best quality open-hearth gun-frame steel. The buttstocks and fore-

and will run forward or backward with perfect ease and is always in gear. It reverses automatically. Is finished in the natural color of the wood with the castings and hoops painted a Royal Blue enamel.

OUR CANADIAN LETTER

(By Our Special Correspondent.)

TORONTO, JUNE 5, 1906.

The Spring season just closed has been one of the most prosperous seasons in the history of the trade in Canada. Building has been pushed rapidly in all parts of the Dominion, the mild Winter and early Spring allowing a large amount of work to be gotten under way much earlier than usual. Consequently the total of the building permits issued so far exceeds by from one-third to one-half the record amount of last year. The local factories are all working to their fullest capacity with enlargements under way in many cases, and new ones springing up constantly, particularly in points of vantage in order to supply the Western trade. In the shovel industry, for instance, the trade has been in the control of a combination which made an annual payment to the shovel interests of the United States in return for the latter keeping out of the Canadian market. Last year, however, two new shovel factories were built in Ontario, one at Hamilton and the other at Peterboro, and these are busy working this year to supply a demand which could hardly have been handled by the factories of the old combination. Very few English shovels are imported. The wonderful railway development going on in Northern and Western Canada is responsible for much of the activity, while the rich mineral discoveries in the cobalt district in New Ontario has been the incentive inspiring the establishment of fully a score of new Hardware stores. In this district the Ontario Government is pushing its railway northward with the intention of establishing communication with Hudson's Bay. North of the Height of Land a couple of hundred miles north of Lakes Huron and Superior there is a vast clay belt of land with a similar soil and climate to Manitoba and within the next few years it is certain that a large migration will take place to this virgin district where fruits and vegetables can be grown, it is said, with no more danger of frost than in older Ontario. The wonderful railway development of Manitoba and the Northwest Provinces is well-known to all Americans because of the thousands who are disposing of their interests in the Middle and Northwestern States to locate in this modern Eldorado where blizzards and cyclones are practically unknown and where the famous No. 1 hard Manitoba wheat grows in abundance. But still farther West in British Columbia there is also extensive opening up work of new territory and in addition to the three Canadian transcontinental lines already constructed, or in course of construction, Jim Hill is planning to again take part in the development of the Western portion of his native land and has been making a triumphal tour of the region between Winnipeg and Vancouver where it is proposed that his railway line will traverse. All of this expansion means much to the Canadian and American manufacturers of Hardware, the products of whose factories are used in the constructive work of development and on the shelves of the stores which follow the railroads.

NO CHANGE IN LAWS AGAINST COMBINES.

Despite strong influence and active work on the part of practically all branches of mercantile industry in Canada it has been practically decided that there will be no change in the criminal code for another year at least. The prosecution of the plumbers, tack manufacturers and the grocers' guild last Winter attracted widespread attention, most of the cases being still hung up in the courts without a decision being reached. Everything hinged upon the word "unduly," which had been quietly inserted a couple of years ago in Section 520 of the Criminal Code, naming penalties for "unduly" enhancing the prices of articles of commerce by combinations of merchants or manufacturers. The most recent decision is that the Wampole Company, a manufacturing drug concern, cannot compel a retail druggist to adhere to an agreement to sell their goods at a certain minimum price. The agreement had been drafted by the manufacturers and jobbers and retailers contracted to sell at the prices agreed upon. Now this contract plan has been declared illegal by Judge Clute, but an appeal will be entered. This decision will practically prevent the newly formed Ontario Retail Hardware and Stove Dealers' Association from arranging prices in any way except by the dealers in the smaller towns coming together, and agreeing to stop price cutting.

NEW PROCESS FOR MAKING WHITE LEAD.

What promises to be a factor in the white lead trade is a patented process of manufacture controlled by George E. Kingsley, of Toronto. Mr. Kingsley has been at work on a secret process for some years and has it now to such a state of perfection

that the production of a pure white lead direct from galena is a matter of only twenty-four hours.

The manufacture of white lead is ordinarily a long series of treatments beginning with smelting the ore into pig lead, and then casting or rolling it into thin sheets, after which it passes through the corroding period and is made ready for market in from seven to eleven weeks.

The new process is by precipitation, and the finished product is an amorphous hydrocarbonate of lead (white lead), which in appearance has that pure whiteness so much desired. Other features claimed for the new process are a complete saving of all by-products, and a reclaiming of the solvents used in the treatment, which make the process an economical one.

A five-ton plant was in operation in England last year and produced a white lead said to be of a very high grade in covering capacity. A similar plant will be in operation shortly in Toronto. Machinery and appliances for a fifty-ton plant are now being made.

Galena, from which lead is made, is found in large quantities in Northern Ontario, and blende, or blackjack, a zinc ore which has also been successfully treated by the same process, is found in many places in Eastern Ontario and Quebec.

NEWS OF THE TRADE.

T. B. Lee has retired from the general managership of Rice, Lewis & Son, Toronto, and has gone on a trip to Europe. A. Burdette Lee, the president of the company, has succeeded his cousin as manager.

The Sherwin-Williams Company have under construction a \$20,000 addition to their factory at Montreal.

The Crandell Cutlery Company, Bradford, Pa., are asking for concessions from the city of London with a view to establishing a branch factory in Canada.

P. M. Carter, general manager of the Carter White Lead Company of Canada, has returned to Omaha, being succeeded as manager by J. B. Bell, formerly Canadian representative of the National Lead Company.

The S. F. Bowser Company, Fort Wayne, Ind., who have had a branch of their oil tank and pump system business in Toronto for some time, have purchased a site and will erect a large factory.

The Western Hardware Company, Regina, Assn., whose large store and warehouses were destroyed by fire in May, will immediately rebuild.

Munderloh & Company, Montreal, are to erect a new building for the manufacture of electrical supplies.

The Winnipeg Paint & Glass Company are to erect a large warehouse at Calgary, Alberta.

Charles Dietrich, of Shurley & Dietrich, saw manufacturers, Galt, has as a souvenir of the San Francisco earthquake the key of his room at the St. Francis Hotel.

The Merrick-Anderson Company, wholesale Hardware merchants, Winnipeg, have been incorporated as a limited liability joint stock company with a capitalization of \$500,000.

Shurley & Dietrich, Galt, are enlarging their new factory.

The Taylor-Forbes Company, Guelph, the largest manufacturers of Hardware and heating goods in Canada, are enlarging their plant and have secured larger and better sample and warerooms for their branch at Montreal.

O. M. Hodson, organizer of the Ontario Retail Hardware Association, has been appointed Toronto representative of the H. R. Ives Company, Montreal, who recently disposed of all their Hardware foundry patterns to the Taylor-Forbes Company, but who still make iron beds, hot water boilers, etc.

The Forbes Hardware Company, Vancouver, have been succeeded in business by the Forbes and Van Horn Company.

The Canada Paint Company are to enlarge their Winnipeg factory.

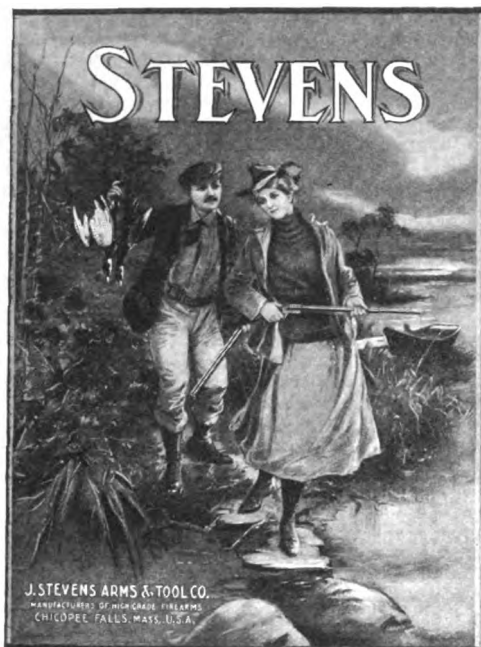
The Rapid Tool Company, Peterboro, are to undertake the manufacture of the Caldwell lightning auger bit in Canada and their factory will have a capacity of 1,000 per day.

NEW YORK METAL CEILING CO.

The New York Metal Ceiling Co., Nos. 537-541 West Twenty-fourth Street, New York, have decided to double the size of their plant. About sixteen years ago this business was started on a very modest scale, and has outgrown the 30,000 square feet of floor space now occupied. The company has increased its capital by the issue of \$200,000 of 8 per cent. preferred stock.

NO WONDER IT'S POPULAR.

One of the most attractive hangers, showing the finish of a fine piece of lithography, is the latest emanation from the advertising studio of the J. Stevens Arms & Tool Co., 460 Main street, Chicopee Falls, Mass. This beautiful hanger, which is well presented in the accompanying illustration, measures 15 by 20 inches and is printed in ten colors from a masterpiece painted by a



well-known artist. It is artistically executed, and would be an ornament to any wall, adding to the attractiveness of a sportsman's den, or could be placed to advantage in a local club room. With a liberality worthy of praise these hangers are furnished gratuitously to the Hardware and Sporting Goods trade, while the general public can obtain them by sending six cents in stamps. On the principle of "helping the dealer" sell the goods, this kind of advertising is appreciated by the dealer who knows the advantage of ornamenting his windows with something so attractive. Send for one.—Do it now.

THE AMERICAN CAN COMPANY.

The American Can Company, having outgrown their spacious offices on the seventh and eighth floors of the Bowling Green Building, removed on May 1st to their new eight-story steel frame fire-proof office and manufacturing building at No. 447 West Fourteenth Street, New York City.

This structure, fronting on Fourteenth Street, and extending through the block to Fifteenth Street, is the largest building in the country devoted exclusively to the manufacture of tin cans.

The basement and five floors are devoted to manufacturing. On the three upper floors are located the Executive and General Offices; also those of the Atlantic Sales District. The offices of the Central Sales District are located in Chicago, and those of the Pacific Sales District in San Francisco.

In addition to these District Offices, the company maintains twenty local and sales offices and thirty-nine factories, located at advantageous shipping points throughout the country. At twenty-three of these factories special attention is given to the manufacture of special cans used by meat, lard and fish packers, manufacturing druggists, paint and varnish manufacturers, and all others using a tin package. These "Specialty Factories" are located at

Lubec, Me.
Boston, Mass.
New York City (3)
Newark, N. J.
Philadelphia, Pa.
Baltimore, Md.
Richmond, Va.
Atlanta, Ga.
New Orleans, La.
Savannah, Ga.
Cleveland, Ohio

Hamilton, Ohio
Toledo, Ohio
Detroit, Mich.
Maywood, Ill.
Chicago, Ill. (3)
St. Paul, Minn.
Davenport, Iowa
St. Louis, Mo.
Kansas City, Mo.
San Francisco, Cal.
Portland, Ore.

Bellingham, Wash.

These factories, being so widely distributed, you are assured of a sure source of supply, as the disabling of one factory does not interfere with deliveries from the remaining twenty-two. Another great advantage is the saving in freight because of the nearness of their delivery point to your factory.

The American Can Company is now better able than ever to handle with despatch orders for any style of tin cans demanded by the various industries throughout the country using a tin package.

OLD BILL MILLER.

E. C. ATKINS COMPANY'S VETERAN SAW MAKER.

A man of seventy whose muscles have been his stock in trade in exchange for life, peace, happiness and health, is still working at hard labor with the E. C. Atkins Company of saw manufacturers.

Although so old a man, he still has muscles as strong as most young men, reminding one of the pictures of the warriors of old with their gray hair and stern visage. He has a clear mind, an enthusiasm for his work as keen as the youthful apprentice, and an earnestness born of long years of faithful service.

The secret of the success of Mr. Miller's life is his joy in doing good work. And he has done good work and has shown himself a peer among his fellow craftsmen. It is something to have given saws the brightest polish ever known in the history of the world. That is a fond memory with Mr. Miller. He likes to tell of the development of the Atkins Company from a small industry to its present great magnitude. He likes to tell of his early connections with the business and the founder of the company who worked side by side with him, of the problems they confronted and worked out together and their ultimate triumph over hard obstacles.

AN INDUSTRY'S DEVELOPMENT.

"I began holding circular saws for Mr. Atkins in 1864. The place then was a little one-story building across the alley there."

The old man moved toward the door to catch some fresh air, smiled at the pleasant memory of his former employer.

"Atkins worked alongside me part of the time and was also his own bookkeeper. He had a desk and a stool to sit on in one corner of the room and that was about all there was to the business department.

"Atkins had a temper as fine as the saws the firm manufacture and a character as true as the steel they are made of. Most of the time he was in the best of humor, but sometimes he would get mad and fire a man for something, but he would be just as quick to hire him over again the next day.

"He worked right with me many a day and always wanted to make every saw the best possible. He was ambitious to turn out a grade of goods no one could duplicate. His prizes I helped him win show the results of his honest efforts."

HARD WORK.

"How did you like the work when you first began?" was asked.

"I wanted to quit the first day," replied the old man with a smile, "and the second day I thought I'd have to. Mr. Atkins told me to stay. I was so sore I couldn't eat. He begged me to stay and told me I would be all right after a few days. He explained that I was young and strong and that in three or four days I would be all right. He worked with me and after five days I felt fine. The stiffness and soreness had left my muscles and the work soon seemed like play to me. I felt like a fighting cock.

"My health was better than it had ever been in my life. There is nothing like work with the muscles to give a man an appetite. I have seldom been sick, although I am seventy years old. I polished saws day and night for two months for exhibition at the Chicago World's Fair and that was too much for me and I was laid up a while.

PRIDE IN EFFORTS.

The mention of his participation in the manufacture of prize-winning saws caused Mr. Miller to warm with enthusiasm as he told of his work on those self-same saws which were wonders in their department in those great exhibitions where the craftsmen of nations vied with each other for supremacy in workmanship.

When asked whether, if he had it all to do over, he would pursue the same course he has in the past and engage in the same work, the old man replied: "No, I believe I would go on a farm. Lots of people do not know what it means to have the fresh outdoors."

The ceaseless clang of hammers, the stubborn steel in the hands of honest toilers smeared with the regalia of black and dirt, which proclaimed them heroes as well as would have scars of hard-fought battles, the apparent monotony of the turmoil and whiz of machinery, gave ample cause for a desire for the outdoors, after the labors of forty-one years, and proclaimed a sacrifice to humanity deserving of the laurels of highest praise.

STRONG BOXES A NECESSITY.

The English commercial agent at Durban, South Africa, again calls attention to the importance of carefully packing goods sent to South Africa. In Natal, as well as in other South African colonies, large quantities of imported goods have still to be conveyed by ox wagons, and great losses are suffered through improper packing. For packages going to the country per wagon as many as possible should not exceed 200 pounds each, and in no case should a package exceed 450 pounds in weight—that is, for mixed goods. The transshipment and rough handling require strong boxes.

"THE RETAIL MAIL ORDER PROBLEM."

Butler Bros., New York, Chicago and St. Louis, have issued a booklet on "The Retail Mail Order Problem" that treats the subject so exhaustively it deserves to be read by every retailer in the trade, for in every page will be found the right kind of ammunition to do good service, as they truly say among the first words in which they introduce the book to the reader: "If you are willing to cut away wornout prejudices, ready to avail yourself of modern means for curing present troubles, and prepared to labor as hard and to wait as long for a cure as your own particular case may require—then there is a message in this booklet for you. For the competition of retail mail order houses can be overcome by you—right where you are—not as easily as ten years ago, but far more easily now than ten years hence."

In the 120 pages which follow consistently in their line of argument, they demonstrate conclusively the force of what they urge "to help the local retailer to a new and less disheartening view of the retail mail order house; to persuade him of his personal ability to solve his personal retail mail order problem; to provide plenty of definite practical things to do—in a variety representative enough to suggest many more definite practical things to do."

In the 23 chapters into which this broadside of argument is divided will be found cogently expressed the material they announce they have been three years in collecting. The short, pithy paragraphs with which the booklet is filled make it very interesting reading to the dealer into whose hands it is placed, in every one of which may be seen the controlling thought that provides the thread of the discourse, so convincing to read, so easy to digest. The numerous side-heads are printed in red which add to the readable character of the book and assist the interest which the contents inspire.

The intense interest taken in the problem presented may be judged by the fact that the first edition of the booklet, consisting of 25,000, was wholly exhausted by the advance requests for the book; and the second edition of 25,000 is nearly exhausted, so that those who have not seen it will need be rapid in requesting it ere they are entirely gone. In separating the goods that are more readily disposed of by mail order methods, it is shown that goods which in retail stores stand upon the floor, instead of being exhibited in less conspicuous places, are the most sought after by catalogue houses, and more easily sold. This includes bicycles, vehicles, implements, sewing machines, furniture, refrigerators, stoves, baby carriages, sets of china and other crockery, etc. The things which they refer to as being hard to retail by mail are: "Popular-priced goods of all sorts. The sales of the retail mail order houses are not large enough to help themselves, nor to hurt retailers very much." It is noticeable that when the mail order house embarks in manufacturing, it is almost invariably the case it is of a bulky nature.

We convey to our readers a good sample of the characteristic contents of the booklet by transcribing the following from Chapter X, giving an idea of the helpful character of its pages:

SURPLUS STOCK.

Surplus stock, remember, swells investment and shrinks sales. It ties up capital, causing not only the loss of interest on investment, depreciation in the value of goods, insurance and storage charges, but also the additional and much greater loss of profits that might have been made on sales of other things bought with the money unnecessarily tied up.

Surplus stock not only reduces one's working capital but it stops the compounding of profit which comes from turning investment over and over again.

Turn the surplus of any stock into cash, even though loss be taken, and invest the proceeds in no more of another line than will serve to supply the demand until a fresh lot can be obtained—that is one disposition of surplus stock which will help to keep profits above the point of fixed expense.

Action based upon that fact has contributed to the largest department store successes in the big cities, the successes that have been achieved in smaller towns all over the country, and the successes in the mail order field.

WORTH WHILE EFFORT.

Of course this way of merchandising means effort, and effort applied in the right direction. But you are certainly willing to make the necessary effort when all over the country are merchants who have proved The Butler Way of variety to be profitable while also effective in the solution of the retail mail order problem?

Don't let old time ideas of what is proper or not proper, in this or that store, keep you from securing and maintaining that variety which is so essential in making yours the up to date store with which to solve your personal retail mail order problem.

Look around you. Are you not likely soon to be alone in your town in observing the exclusive "right" of some other merchant to sell this or that item of merchandise?

Note what this or that merchant chooses to handle as part of his line. Would any two merchants be likely to agree wholly as to what is or what is not "properly" included in the line of any particular store? Would all the other merchants of your town even agree that everything you now carry is "properly" included in your own stock?

Why waste time in complaints about the tendency toward variety in the stocks of all stores—or even in airing opinions that business is merciless in its demands to-day.

Everything has its compensations—the fiercer the competition, the more business for everybody. Have you not been too slow in taking up and pushing new lines of goods, even some that properly belong in your store? Have you paid constant attention to the little things?

For example, you know that men have grown rich in selling nothing but five and ten cent goods. Yet have you a 5 and 10 cent department in your store that is worthy of even a passing glance?

Why complain that other merchants are "improperly" adding your lines while you do not even keep the lines you have in a condition that meets the demands of your trade to-day?

A WASTE OF ENERGY

Do you see any space wasted in retail mail order catalogues... complaints that their customers want the "wrong" things and the "wrong" way of serving them?

Can you afford the waste of energy in opposition, active or passive, to trade tendencies as they are?

BE WILLING TO PROFIT

Cultivate your willingness to make variety a distinguishing characteristic of your merchandising, clear up to the point where you stand willing to add—at least in your bargain department—any kind of legitimate merchandise the moment you are convinced that there is profit for you in so doing.

Begin the process by taking your present stock and arranging it in departments. Start simple records of results that will enable you to know what stock is really necessary for each department, and also to know how well one department pays in comparison with another.

In departmentizing your stock, you will have brought to notice the many goods that should have been sold long ago. Sell them. You can—for there is a price at which everything will sell.

Take the money thus realized and invest it in other goods different from those you have but still goods that you think will be appropriate in your store.

Make each investment in the new line no greater than is needed to supply a limited demand until you can get another lot of goods.

LET RESULTS GUIDE YOU

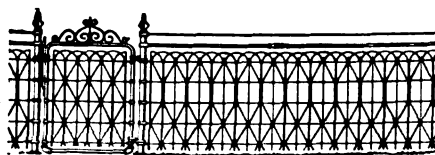
Every time let the results in each added line determine whether that line shall or shall not be continued. And be guided, too, by those results in deciding on new lines to be added.

Thus, eventually, you will have added every line that seems to you "proper" in your store. By that time you will have personal knowledge of the advantages of the many-line over the single-line store to guide you in deciding whether you will or will not go farther towards making yours a department store.

Then it would be well to ask yourself again the question which you should ask now—Is there any good reason why I would not be proper for me to sell any kind of goods I want to sell?

A SALABLE LINE FOR WIDE AWAKE DEALERS.

The successful Hardware dealer of to-day must carry in stock something more than Hardware in the ordinary acceptance of the word. During recent years a very profitable line to seek the Hardware merchant is Fencing. We do not refer at this time to the ordinary woven wire fence sold to farmers, but to the light, graceful and attractive fences of steel sold for enclosing residences, parks, cemeteries and other finished grounds. Nothing sets off a residence like a good first-class modern fence. A very attractive line of these goods is advertised in this issue by the Ward Fence Company of Portland, Ind. These people make a very large and varied line of fencing, all of which they sell to the trade at prices which give the dealer a better than ordinary profit. These are not goods that have to be carried in stock. They can be shown from the catalogue and orders taken and sent in to the factory as sales are made. All that a dealer needs is to keep a copy of the catalogue and price list where it

**THE WARD FENCE.**

can be referred to at a moment's notice. The manufacturers are large advertisers and always co-operate with their trade. Inquiries are referred to their nearest customer. They also furnish a generous amount of printed matter and aid otherwise by every means possible to build up the business through their dealers. Any merchant who is not now carrying a line of fence will do well to correspond with these people and those who already have a line will find it advantageous to write the Ward Fence Company and get their prices.

DIFFERENCE IN THE METHODS EMPLOYED IN SEEKING A MARKET FOR OUR GOODS IN MEXICO.

Consul J. A. LeRoy, of Durango, furnishes an interesting report on the American method of extending trade in Mexico. Among other things he says:

American methods of putting their goods before the buyers in Mexico are, speaking generally, not so effective nor in the long run so economical as those of European selling nations, especially Germany. It is perhaps natural that a traveling man who is sent all the way from Germany to America should come better equipped with samples, with knowledge of the language, and understanding of its business wants and methods than the average traveler from the United States who simply "runs across the border" to see if perchance he can "pick up" a little business for his firm.

But it is hardly creditable to American enterprise that exporting firms which have already established lines of trade with Mexico should so commonly send on tours through this country men who may know everything about their lines of goods, but who do not know Spanish (sometimes not at all, often in a fashion that only invites ridicule), and do not know or care to learn the business methods of the country. Such men, striking Durango for instance, can go only to those German or other foreign houses where there is a buyer who speaks English (and the Germans are almost invariably linguists). He must follow, in other words, simply the established lines of trade; he can not go outside of those lines, to work up new demands in other quarters, often enough among the smaller dealers whose establishments he affects to despise. And through lack of the language and of the intercourse which he might have while in the country, he is unable to see Mexico except through the eyes of the foreigners with whom he talks; his imagination and understanding of trade possibilities are not awakened, and he gains no new ideas of value for the benefit of his home office. Cheap traveling men, who can pick up orders in a brisk and breezy fashion in the West and Southwest of our own country, are not the men who may be expected to do business in Mexico. The professional "hustler" is quite apt to be of no use down here. Men of education and culture, with gentlemanly manners, and a knowledge of the language, its people, and their customs, are the sort of traveling men American firms need, not only for this country, but for all Spanish America; they can be found, usually in these very countries, and they are worth extraordinary prices.

KNOWLEDGE OF SPANISH ESSENTIAL.

The flood of American catalogues and circulars that is poured into this country does comparatively little good. In any event, there are but few lines where catalogues in English will be of help. And in those cases where catalogues and circulars are sent out in Spanish, the effect is quite often worse than if they were in English, owing to the ludicrous Spanish into which they are put. Not every graduate of a two months' course in a language "academy" in our cities, or every whilom sojourner in the Philippines, Mexico, or South America is necessarily equipped to make real translations into Spanish of matter that is in large part technical, and which, moreover, often describes new ideas or methods, the phraseology of which is unknown to the Spanish-American readers, and therefore needs to be put in a careful and even roundabout Spanish version. The amount of bad and laughable Spanish that is printed in the United States and mailed about the countries to the southward is vexing and oftentimes amusing. Where it does not excite ridicule it offends the ideas of polite correspondence, through being merely a transliteration of the rather curt English sentences and forms, instead of a rendering into the elegance and courtesy of Spanish phrases. Some of our export associations of more or less doubtful standing are among the chief offenders in this respect. Good translators into Spanish from English are most commonly Spaniards or Spanish-Americans themselves who have a first-class knowledge of English. They are more often good translators into the Spanish than are men whose language is English, but who have learned Spanish, even though quite fluent in speaking it. In any event, the really good translator is the exception, and he is worth hunting up and worth high wages when he is found.

MOTOR TRADE.

GREAT BRITAIN THE GREATEST PRODUCER.

Consul Frank W. Mahan, of Nottingham, furnishes the following on the cycle and motor-car trade of Great Britain:

So far this year the cycle and motor-car trade of Great Britain is fully up to the high-water mark of 1905. This is especially true of the cycle trade, which last year, emerged from a period of depression and at a bound reached prosperity. It is quite impossible to get accurate figures of output, values, and the like in the cycle industry. The last effort made by this consulate in the direction of a local factory was rudely repulsed, owing to an alleged belief that the inquiry was made at the direct instance of American cycle makers seeking a market in England.

But sufficient information is obtainable to place the output of cycles in this country in 1905 at about 600,000 machines, of which about 48,000 were exported. The number imported is not learned, but it was relatively small.

Well-informed judgment places the United Kingdom in the van of all countries as a cycle producer; or, at least, as the most independent of all, in having practically absolute control of its home market. There is probably no British trade of equal magnitude in which foreign competition now troubles this country less.

LOW-PRICED MACHINES POPULAR.

The great cycle output of last year is attributed to the new policy of low-priced machines. The \$40 to \$60 cycles were generally reduced to \$30 to \$50. Up to a recent date the only cheap machines in this country were foreign imports. It is claimed that the cheap British cycles of to-day are much superior to those of foreign make at the same prices. Last year only 2,345 cycles were imported, of which the average value is given as £6 4s. From this comparison it is deduced that Great Britain need fear nothing from outside competition.

While the home consumption of cycles in 1905 was unusually large—over 550,000—an even larger consumption is expected this year. All factories have prepared for an increased output, and manufacturing was so active during the past winter that the accumulated stock now ready for instant delivery is estimated at about 200,000 cycles. A great increase of exports is also expected, and this is warranted by the value of the foreign sales in January and February, which were 30 per cent. greater than those in the same months last year.

INCREASE IN MOTOR CARS.

An increased motor-car trade is also foreshadowed this year, but foreign competition is here a serious factor. About 16,000 cars were made in this country in 1905, valued at about \$20,000,000. The imports were less in number, but average value being higher, the total value was nearly the same as that of the home product. Imports have steadily increased in recent years, and have greatly increased this year so far, in comparison with 1905 and 1904. The exports last year totaled only \$2,500,000, but encouragement is found in the fact that this is an increase of over 50 per cent. in comparison with 1904 and 1903, and also in the fact that the exports in January and February of this year increased nearly 100 per cent. over those of the same months in 1905. Another hopeful aspect of the situation is that the British motor-car industry is but an infant, with boundless possibilities of growth and development before it.

Little is said of motor cycles in trade reports. They have been in scant favor lately, having so many defects which seem irremediable. Comparatively few were made in this country last year, in the absence of active demand and owing to the disposition of many owners to get rid of their machines at almost any price. The probability for the present year is not yet foreshadowed.

CREDIT MEN AND SALESMEN.

Credit men will always believe that credit men are born, and not made, and salesmen will always believe that salesmen are born and not made, but the practice or art of both is founded on a scientific foundation.

As your facts are correct, as your conclusions are warranted, so your success is measured. The gathering of these facts is a science—the use of them an art.

Hence, the science of money is the foundation of finance; book-keeping has shaped the science of accounting; transportation, advertising, insurance—all are fundamentally sciences. Science lies back of credit, as it lies back of banking, which is the highest form of credit science. Salesmanship is based on the science of self-knowledge of humanity, a knowledge of goods.

"Credit is the transfer of commodities involving the return of an equivalent at some future time," and you must be sure that you are going to get it, and that it is equivalent. The creditman, therefore, must base his calculations on the desirability of a risk on the chances of getting that return on goods or collateral at a normal valuation.

The scientific man diagnoses a credit proposition from the facts and figures of a man's past and present—not only on what he has in the way of dollars and cents, but what he has in the way of business knowledge. Does the proposed risk know his business? For incompetency ruins more men than lack of capital. He gets facts and figures on the risk's business methods such as: Is the man selling at a profit? And how does he know? For the scientific credit man understands that most cost systems are sops to conscience, and most bookkeeping the product of underpaid and overworked hopelessness.

The scientific credit man knows that business is sensitive; it goes only where it is invited, and stays only where it is well treated. He, therefore, considers the advertising, the salesmanship and the competition of his proposed risk. He considers the personality of the management, for morals are important.

He then considers the present financial worth—the present valuation in dollars and cents. The risk that passes such a scrutiny can hardly be a poor one—and no one of you will deny the legitimacy of the requirements. That no one of you applies the entire test to each new account goes hardly without saying. Too many of your propositions are based on confidence—not based on facts and figures, but on the psychological abstractions of your intuitions, or an arbitrary and blind confidence in a lot of figures called a statement.

Scientific credit will be based on a knowledge of the risk's business—what it is and what it should be—for that alone can determine the chances of receiving an equivalent at a future time.

The salesman must be taught. There are two dangers from which a salesman may suffer. Often the salesman's first object or impulse is to sell the customer all he can make him buy, and the second impulse is to make a favorable report on conditions that the order will be accepted.

The salesman needs to be shown that he gains nothing by urging his house to speculate; that it is often better to take an order for \$50 worth, instead of one for \$500; that the best way to kill competition is to let it get the bad business, all the cut-price orders.

I have met salesmen who could not demonstrate their goods; they did not know their goods. They sold on the theory of big promises; they were grafters, hot air artists. Any salesman who loads up a customer with too many goods commits a crime against his house, because an overloaded customer is a dissatisfied customer.

It does not pay to constantly make new customers—but it does pay to make old customers grow. The most valuable salesman makes his customers grow by showing judgment in catering to their needs and not to his own.

Business must be organized in every detail in these days of sharp competition. The life insurance business is to-day the most scientifically organized of all businesses. Some businesses have schools for salesmen for the express purpose of instructing them in the use and the selling of the machine or article they are to sell. This method results in the salesman having confidence in their goods. This is the scientific method, and we have the salesman as a scientific product of the school.

We realize that a salesman must be more of a credit man than he has been, and that a credit man must be more of a salesman than he has been.

The process of education can be carried on by the credit man coming into closer contact with the salesman than in the past. The time has passed when the credit man wrapped himself in his cloak of dignity, considering his position too lofty for him to associate with the selling force.

The credit man now takes the salesman into his confidence; he and the sales manager stand close together, they work with a common interest and object. In a prominent house, for instance, the credit man is empowered to offer prizes to the salesman who has the cleanest business. Each month the sales bulletin shows.

Men who had accounts placed for collection.

Men who had accounts overdue.

Men who had clean sheets.

The rivalry among the selling force produces the best kind of results in right selling and right terms.

This method produces solidarity in the force. It produces a complete unity of action. Business houses are commencing to understand that men must be handled like armies. Houses are getting better control of their selling force, because business must be handled quickly and without friction. The days of special favors are rapidly waning. Houses are getting in personal touch with their demand.

Advertising has solved the question of keeping in touch with our demand and in knowing it. We now own the man's trade for our goods. We can swing it to whom we please. Retailers want us to send it to them. Handling our goods means simply supplying the demand for them. The salesman takes the orders. The credit man picks the men whom he wants in a town. The day of a trust in Providence and second-sight reading of character for credit, and a hot air performance as salesmanship, is doomed.

The crying need of the hour is education in right methods, right systems, and a more complete comprehension of the idea that there is a to-morrow in which we wish to do business. Education has done much for us. But it may do more. Japan owes her present success to perfection of method—to unity of person; Russia owes her failure to a blind faith in mere bulk.

In business blind faith in mere bulk—bigness, capital—is not the strategy that wins the commercial battle. Knowledge—knowing how; knowing the game—will win more battles than mere money will ever win. We must educate.—E. St. Elmo Lewis in *Salesmanship*.

GOSSIP ABOUT SPOONS.

It is evident that spoons were unknown to early man, but a Scotchman has remarked they were quickly discovered when the first bowl of broth was cooked. At the epoch of hot broth in the evolution of man a spoon was found to be indispensable. As the ledle to the pot, so is the spoon to the bowl. Savages used spoons of wood, but even before the formation of a bowl Nature provided scallop-shells for the savage whose caldron smoked by the sea-shore, and those who dwelt in the forest glade found spoons at hand. All the most necessary utensils of the kitchen, remarks the *Ironmongers' Chronicle*, have their originals in the workshop of Nature; the knife is in the flint, the fork in the pronged stick, the ground is the model both of saucepan and bowl, the divided cocoanut provides a perfect cup, and the broad leaf or round piece of bark a plate. In early days spoons were only used for hot liquid, such commodities as boiled rice and semi-solid foods being eaten with sticks and forked twigs. The people of Barbary used neither knives nor forks and rarely spoons; in most cases the Oriental used a spoon for drinking purposes only. Coming down to times nearer our own, it would appear that early British silversmiths and goldsmiths made some excellent and artistic spoons, examples of which may be seen in public museums and private collections. Curiously, the spoon has been entirely neglected in heraldry, although nearly every household article of utility was pressed into the service in the construction of crests and armorial bearings.

In the Crown treasures of Great Britain there are several famous spoons, the most notable being the Coronation spoon, used for anointing the Sovereign. It is made of gold, and is a fine piece of work, an elegant arabesque pattern being engraved on the inner surface. It is of great antiquity, being known to have been used in the twelfth century. At one time spoons were constantly used for taking snuff. It has been well said that spoons are used in every function. They are with the king at his crowning, with the babe at his christening, the corpse at his burying, and the rest of the world at snuff-taking. The tea-drinkers of a century ago were very proud of their caddy spoons, and collections of old silver contain many beautiful examples of decorated tea-caddy spoons. Spoons have always been used as gifts—the christening spoon given to children, and the wood spoons to brides for good luck. Silver spoons figure conspicuously among the inventories of silver plate in the past; to-day they only take a place along with many other table appointments, so many of which are used in sterling silver or electro-plate, according to the wealth of the owners. All persons know how to drink a health or receive a toast at feasts, but the ancient custom of holding up spoons in honor of the donor of the feast is a forgotten habit.

The gift of spoons by sponsor or visitor is an old English custom still maintained, although not to the extent it was formerly. St. Paul's day, the first festival of an Apostle in the year, was often the occasion of gifts, hence the custom of giving Apostle spoons. Buyers and sellers of old silver know the value of Apostle spoons, and how their worth increases as the set preserved becomes more complete. Many persons gave one or more spoons to their godchildren, always including a spoon with the representation of the Apostle to whom the child or the donor was dedicated. Only wealthy donors gave full sets; consequently some of the less favored apostles are very rare, and spoons bearing their images now sell for exceedingly high figures.

A very scarce book on "The Spoon," of American origin, published in 1845, containing about one hundred illustrations of different types dating from the earliest times, showing the number of different patterns of spoons which had been introduced from time to time by enterprising silversmiths and leaders of fashion. In foreign countries also spoons were employed until quite recent years, but chopsticks have always been used in China for eating rice and other preparations for which Western people would require spoons.

Coming down to times when spoons were regarded as necessary table appointments, we find that certain fashions in patterns and shapes have prevailed at all periods. At the present time, when there is a revival of art and a general adoption of reproductions of all old types, it is difficult to understand how tenaciously the housekeepers of bygone days clung to the style of the period in which they lived, and even sacrificed priceless antiques in order to have their silver plate refashioned. So in the past, after the days of "seal heads" and some of the cruder patterns of spoons, "rat-tails" came into vogue. Among the more ornate patterns which have prevailed during the past century or so may be mentioned "thread," "bead," "shell," "lily," and "king's" patterns. The "fiddle" has had a longer and more extended life than most other patterns and is still very generally employed for household use.

ARKANSAS RETAIL HARDWARE ASSOCIATION

The seventh annual convention of the Arkansas Retail Hardware Association was held at Little Rock, June 5, 6 and 7. The attendance was the largest in the history of the association, and it was estimated that there were between 200 and 300 representatives of the retail Hardware business of Arkansas present, in addition to many representatives of jobbing concerns, both in Arkansas and other States.

The convention was called to order at 10 o'clock by President Thomas B. Stewart of Newport, and prayer was delivered by Rev. O. J. Wade of Little Rock. The address of welcome was delivered by George C. Naylor, editor of the *Arkansas Democrat*, and was responded to on behalf of the association by Emmett E. Mitchell of Morrilton. The report of the executive committee was made by John M. Pittman of Prescott, after which announcements on behalf of the traveling men and associate members were made by W. N. Brandon of Little Rock. This was followed by other announcements and remarks on general topics by visitors and members.

In the afternoon a closed session for members only was held. The first order of business at the afternoon session was the annual address of President Thomas B. Stewart of Newport.

SECRETARY TAYLOR'S ADDRESS.

This was followed by the annual address of Secretary and Treasurer C. E. Taylor of Little Rock. In the course of his remarks Mr. Taylor said:

"The work of our association during the year just closed has been marked by progress that has been gratifying to those who have kept in touch with it. New members have been received, old ones retained and a general associational interest has been developed that augurs well for the future of our organization.

"The traveling men who joined our organization last year as associate members under the provision made for them have been very helpful to us. They have brought in a number of members through the year, and have aided in furthering the work of the association in many ways. I am sure that every member of our convention will appreciate the truth of the statement that the traveling man is a fine individual to have loyal to you as a friend. This loyalty to the interests of the association has been continued during the year, as is further shown by the large attendance here to-day, which is due in some measure at least to the influence of the traveling men.

"The number of members has grown steadily during the year, we having gained ground rapidly among the dealers of the State. Some few are not yet members of our association, especially in Northwest Arkansas. We need their influence, as well as their help, and I hope that our convention will develop some means of reaching those dealers.

"Our financial condition is good. We have all debts paid and a little money in the treasury. This is gratifying to those who have watched the growth of our association."

The address of Mr. Taylor was followed by the report of the delegate to the national convention, Hamp Williams, of Hot Springs, and an address by M. L. Corey, secretary of the National Retail Hardware Association.

NEW MEMBERS ELECTED.

The Committees on Membership, Transportation and Grievances made their reports. The Committee on Membership recommended the election of the following new members, which was adopted: Jordan & Harris, Fordyce; M. O. Burton & Co., Wynne; W. H. Ellis Hardware Company, Argenta; C. W. Maxfield Company, Batesville; W. E. Hickman, Brinkley; Grummer Hardware Company, Conway; J. H. Martin, Gillett; Garner Bros., Lamar; John Patten & Co., Morrilton; J. W. Lentz Store Company, Piggott; Prescott Supply and Hardware Company, Prescott; Springdale Hardware Company, Springdale; J. F. Whaley, Stuttgart; Wickersham & Weeks, Yellville; J. D. Crockett, Denning; Cooper-Craig Hardware Company, Argenta; DeLong Machinery Company, Morrilton; N. G. Cartwright, Osceola; Lonoke Mercantile Company, Lonoke; Barnett Bros. Mercantile Company, Batesville.

In the evening a banquet was given by the Arkansas Travelers in honor of the Hardware association in the assembly room of the Gleason hotel.

The second day's session of the seventh annual convention of the Arkansas Retail Hardware Association was more largely attended than that of the first day, a number of delegates and visitors having arrived since. The morning session was called to order at 9.30 o'clock in the assembly room of the Gleason Hotel by President Stewart, and the first order of business was a

symposium, in which several retailers told how they sold certain articles, which was followed by suggestions from traveling representatives of the interests allied with the retail Hardware business. The symposium included the following subjects: "How I Sell a Pocket Knife," by T. J. Mott of Helena, to which suggestions were added by W. D. Walf, representing Keen Kutter Kuttler; "How I Sell Holiday Goods," with suggestions by John M. Lofton of Hibbard, Spencer, Bartlett & Co.; "How I Sell Paint," by W. B. Hammond of the Sherwin-Williams Paint Co.; "How I Sell a Cook Stove," by W. N. Brandon of the Phillips-Buttorff Mfg. Co., and "How I Sell a Cultivator," by R. R. Roys of Russellville, with suggestions by George L. Turner of the John Deere Plow Co. The talks were impromptu, and the dealer stated his experience, the amount of stock carried and his methods of advertising and selling. The traveling men offered suggestions as to how business may be increased.



HAMP WILLIAMS,
of Executive Committee.

The last paper of the morning session was read by Frank T. Longley, secretary of the Retail Grocers' and Merchants' Association of Little Rock. Its subject was "What a Local Association of Merchants May Do," and it was an account of the work that has been done by the Retail Grocers' and Merchants' Association.

THE AFTERNOON SESSION.

At the afternoon session papers were read by John M. Pittman of Prescott on "Why Our Association Should Take More Interest in Hardware Mutual Fire Insurance," and by John A. Plummer of Marianna on "Some Problems of the Hardwareman and Suggestions as to Their Solution."

The association closed its convention June 7 and adjourned to meet next in Little Rock, June, 1907. Only a morning session was held, and in the afternoon the members participated in the parade given by the Arkansas Travelers.

At the concluding session a paper was read on "The Relation of the Retail Merchant to the Jobber," by W. T. Oberst of Blytheville, which was followed by a discussion, and an address on "New Issues" was delivered by M. L. Corey of Indiana, secretary of the National Retail Hardware Association.

Officers were elected for the year ending June, 1907, as follows: President, Emmett E. Mitchell, Morrilton; first vice-president, Joseph L. Davis, Magnolia; second vice-president, R. W. Meriwether, Paragould; secretary and treasurer, C. E. Taylor, Little Rock; members Executive Committee for term ending June, 1907, Hamp Williams, Hot Springs; R. F. Roys, Russellville; J. P. Simpson, Malvern; T. J. Mott, Helena; for term ending June, 1908, John M. Pittman, Prescott; Thomas B. Stewart, Newport; N. T. Richmond, Fort Smith.

THE HOT SPRINGS CONVENTIONS

Sixteenth Annual Convention Southern Hardware Jobbers' Association AND Tenth Semi-Annual Convention American Hardware Manufac- turers' Association Tuesday, Wednesday, Thursday and Friday June 12, 13, 14 and 15, 1906

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1905-1906.

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Frank Burnett, Bromwell Brush & Wire Goods Co.
R. D. Carver, Alabama Steel & Wire Co.
P. C. Cauthorn, W. W. Crandall & Co.
Frank I. Clark, Iver Johnson Arms & Cycle Works.
H. P. Chenoweth, Birmingham, Ala.
W. F. Comer, American Can Co.
W. A. Corry, J. C. McCarty & Co.
W. A. Chenoweth, Birmingham, Ala.
W. W. Crandall, W. W. Crandall & Co.
Frank G. Drew, Winchester Repeating Arms Co.
W. H. Foege, American Steel & Wire Co.
F. H. Forman, Pittsburgh Steel Co.
L. C. Frazer, Birmingham, Ala.
J. S. French, Peters Cartridge Co.
Robert Garland, Garland Nut & Rivet Co.
T. W. Gathright, C. E. Jennings & Co.
John R. Gillilan, Belfont Iron Works Co.
J. J. Gilmore, American Steel & Wire Co.
N. A. Gladding, E. C. Atkins & Co., Inc.
T. H. Gossett, Peck, Stow & Wilcox Co.
J. H. Grubb, Hussey-Binns & Co.
C. M. Griswald, Corbin Screw Corporation.
Frank Guildener, Sargent & Co.
D. P. Hale, Sandersville, Ga.
John E. Harbster, Reading Hardware Co.
George H. Harper, National Enameling & Stamping Co.
George L. Haven, P. & F. Corbin.
Joseph Hemp, Hemp & Co.

T. B. Hendrickson, Reading Hardware Co.
G. B. Hobson, Tredegar Iron Works.
John Hoen, Henry Keldel & Co.
Joseph M. Hottel, The Carver File Co.
Fred M. Huggins, Landers, Frary & Clark.
James Hutchinson, The Stanley Works.
Arthur S. Jones, Memphis, Tenn.
Tom T. Johnson, Pittsburgh Steel Co.
George W. Jeffords, Columbian Enameling & Stamping Co.
J. P. Kelly, Kelly Axe Manufacturing Co.
Charles P. King, American Iron & Steel Manufacturing Co.
Clyde L. King, Atlanta Agricultural Works.
George L. Knight, Nashville, Tenn.
A. C. Langston, Jenkins Bros.
H. J. McCue, American Steel & Wire Co.
W. Howard Matthal, National Enameling & Stamping Co.
O. C. Mead, Mead & Smith.
D. A. Merriman, American Steel & Wire Co.
Guy Mitchell, Beers & Mitchell.
V. A. Moore, Atlanta, Ga.
Frank Ouerbacker, O. K. Stove & Range Co.
J. B. Parrent, Yale & Towne Manufacturing Co.
George S. Parkes, E. I. DuPont Co.
Thomas E. Parnell, Crucible Steel Co. of America.
E. R. Phillip, American Can Co.
E. Bertram Pike, Pike Manufacturing Co.
Wallace L. Pond, Nicholson File Co.
George T. Price, Kelly Axe Manufacturing Co.
J. T. Quarles, Lamson & Goodnow Manufacturing Co.
H. F. Rees, The Fairbanks Co.
H. G. Reinicker, Warren Edge Tool Co.
J. W. Ryan, P. & F. Corbin.
John S. Sanders, Union Metallic Cartridge Co.
Fred Seely, Challenge Cutlery Corporation.
A. R. Sisson, Russell & Erwin Manufacturing Co.
W. P. Smith, Mead & Smith.
L. P. Smith, Smith & Hemenway Co.
F. Herbert Smith, Nicholson File Co.

W. K. Stone, F. I. Stone & Co.
 Daniel K. Stuckl, Buffalo, N. Y.
 J. P. Tabb, Ames Shovel Co.
 William Taylor, Pittsburgh Steel Co.
 L. D. Vogel, Charter Oak Stove & Range Co.
 F. C. Wheeler, Hermann Boker & Co.
 Charles H. Wier, Wier & Wilson.
 George P. Wier, Wier Bros.
 Robert E. Wier, Wier Bros.
 C. R. Wilcox, National Supply Co.
 John K. Wilson, Wier & Wilson.
 C. K. Woodburn, Warren McArthur.

MEMBERSHIP.

American Steel and Wire Co. Chicago, Ill.
 American Iron and Steel Mfg. Co. Lebanon, Pa.
 American Sheet and Tin Plate Co. New York City
 The American Axe and Tool Co., Inc. Glassport, Pa.
 American Fork and Hoe Co. Cleveland, Ohio
 American Screw Co. Providence, R. I.
 American Horse Shoe Co. Phillipsburg, N. J.
 American Cutlery Co. Chicago, Ill.
 The American Wringer Co. New York City
 The American Shear and Knife Co., Inc. Hotchkissville, Conn.
 American Shearer Manufacturing Co. Nashua, N. H.
 Ames Shovel and Tool Co. Boston, Mass.
 Anniston Cordage Co. Anniston, Ala.
 E. C. Atkins & Co., Inc. Indianapolis, Ind.
 The Atha Tool Co. Newark, N. J.
 The Avery Stamping Co. Cleveland, Ohio
 Atlantic Screw Works. Hartford, Conn.
 G. & H. Barnett Co., Inc. Philadelphia, Pa.
 The Wallace Barnes Co. Bristol, Conn.
 Baeder, Adamson & Co. Philadelphia, Pa.
 Bissell Carpet Sweeper Co. Grand Rapids, Mich.
 Belfont Iron Works Co. Ironton, Ohio
 Belding-Hall Manufacturing Co. Chicago, Ill.
 The Berger Manufacturing Co. Canton, Ohio
 Oscar Barnett Foundry Co. Newark, N. J.
 Bommer Brothers. Brooklyn, N. Y.
 Bullard Automatic Wrench Co. Providence, R. I.
 Boss Washing Machine Co. Cincinnati, Ohio
 Bemis & Call Hardware & Tool Co. Springfield, Mass.
 George T. Bishop & Co. Lawrenceburg, Ind.
 Boston & Lockport Block Co. Boston, Mass.
 The Bridgeport Chain Co. Bridgeport, Conn.
 The Bronson-Walton Co. Cleveland, Ohio
 The E. & G. Brooke Iron Co. Birdsboro, Pa.
 Bryden Horse Shoe Co. Catsauqua, Pa.
 Buffalo Bolt Co. Buffalo, N. Y.
 Berbecker & Rowland Mfg. Co. Waterville, Conn.
 Carnegie Steel Co. Pittsburgh, Pa.
 Cambria Steel Co. Philadelphia, Pa.
 John Chatillon & Sons. New York City
 The Cyde Cutlery Co. Clyde, Ohio
 The Continental Tool Co. Frankfort, N. Y.
 Camillus Cutlery Co. Camillus, N. Y.
 Cattaraugus Cutlery Co. Little Valley, N. Y.
 Cleveland Stone Co. Cleveland, Ohio
 Cleveland Twist Drill Co. Cleveland, Ohio
 Chantrell Tool Co. Reading, Pa.
 Caldwell Manufacturing Co. Rochester, N. Y.
 Coldwell Lawn Mower Co. Newburgh, N. Y.
 Carver File Co. Philadelphia, Pa.
 Columbian Hardware Co. Cleveland, Ohio
 Clinton Wire Cloth Co. Clinton, Mass.
 Clayton & Lambert Mfg. Co. Detroit, Mich.
 The Challenge Cutlery Corporation. Bridgeport, Conn.
 Corbin Cabinet Lock Co. New Britain, Conn.
 Corbin Screw Corporation. New Britain, Conn.
 P. & F. Corbin. New Britain, Conn.
 The Chaplin-Stephens Co. Pine Meadow, Conn.
 The Cronk & Carrier Mfg. Co. Elmira, N. Y.
 Henry Dsston & Sons, Inc. Philadelphia, Pa.
 The Dalsey Manufacturing Co. Plymouth, Mich.
 Thomas Devlin Mfg. Co. Philadelphia, Pa.
 Domestic Sewing Machine Co. Newark, N. J.
 E. I. Du Pont Company. Wilmington, Del.
 The Dana Manufacturing Co. Cincinnati, Ohio
 Dwight Divine & Son. Ellenville, N. Y.
 S. R. Driescher. New York City
 The Dover Manufacturing Co. Canal Dover, Ohio
 N. R. Davis & Sons. Assonet, Mass.
 Eagle Lock Co. New York City
 Enterprise Manufacturing Co. Philadelphia, Pa.
 The Empire Knife Co. West Winsted, Conn.
 Evansville Tool Works. Evansville, Ind.
 E. T. Fraim. Lancaster, Pa.
 Frictionless Metal Co. Richmond, Va.
 Excelsior Steel Furnace Co. Chicago, Ill.
 Diamond Saw & Stamping Works. Buffalo, N. Y.
 The Ferrosteel Co. Cleveland, Ohio
 Garland Nut and Rivet Co. Pittsburgh, Pa.
 Graham Nut Co. Pittsburgh, Pa.
 Goodell Company. Antrim, N. H.
 Goodell-Pratt Company. Greenfield, Mass.
 Grafton Stone Company. Elyria, Ohio
 The Griffin Manufacturing Co. Erie, Pa.
 H. C. Tack Co. Cleveland, Ohio
 Harrington & Richardson Arms Co. Worcester, Mass.
 The Hamilton Rifle Co. Plymouth, Mich.
 Hart & Cooley Co. New Britain, Conn.
 Heller Brothers Co. Newark, N. J.
 Hero Fruit Jar Co. Philadelphia, Pa.
 Hopkins & Allen Arms Co. Norwich, Conn.
 The Hurwood Mfg. Co. Bridgeport, Conn.
 Hussey-Blinn Shovel Co. Pittsburgh, Pa.
 Humason & Beckley Mfg. Co. New Britain, Conn.
 The Hunter Arms Co. Fulton, N. Y.
 Hoyt Metal Company. St. Louis, Mo.
 Iron City Tool Works, Ltd. Pittsburgh, Pa.
 The Irwin Auger Bit Co. Wilmington, Ohio
 Iver Johnson's Arms & Cycle Works. Fitchburg, Mass.
 Jones & Laughlin Steel Co. Pittsburgh, Pa.
 Kelly Axe Mfg. Co. Charleston, W. Va.
 Keuffel & Esser Co. New York City
 Kampe Bros. New York City
 The Kilbourne & Jacobs Mfg. Co. Columbus, Ohio
 The Kirk-Latty Co. Cleveland, Ohio
 The Klein-Logan Co. Pittsburgh, Pa.
 George W. Korn Razor Mfg. Co. Little Valley, N. Y.
 Keasbey & Mattison Co. Ambler, Pa.
 Lake Erie Iron Co. Cleveland, Ohio
 Lalance & Grosjean Mfg. Co. New York City
 Lamson & Goodnow Mfg. Co. Shelburne Falls, Mass.
 The Lamson & Sessions Co. Cleveland, Ohio
 The Lockwood Mfg. Co. South Norwalk, Conn.
 Lawson Mfg Co. Chicago, Ill.
 Landers, Frary & Clark. New Britain, Conn.
 Liveright Brothers. Philadelphia, Pa.
 Lovell Manufacturing Co. Erie, Pa.
 Ludlow-Saylor Wire Co. St. Louis, Mo.
 The Lufkin Rule Co. Saginaw, Mich.
 The Lunkenheimer Co. Cincinnati, Ohio
 The McCabe Hanger Co. New York City
 James H. Mann. Lewistown, Pa.
 Mann Edge Tool Co. Lewistown, Pa.
 McCaffrey File Co. Philadelphia, Pa.
 The David Maydole Hammer Co. Norwich, N. Y.
 H. H. Mayhew Co. Shelburne Falls, Mass.
 Manning, Bowman & Co. Meriden, Conn.
 McKhney Mfg. Co. Allegheny, Pa.
 Meriden Cutlery Co. Meriden, Conn.
 The Fred. J. Meyers Mfg. Co. Hamilton, Ohio
 Mack & Company. Rochester, N. Y.
 Miller Lock Co. Philadelphia, Pa.
 Millers Falls Co. New York City
 The Miller Bros. Cutlery Co. Meriden, Conn.
 Charles Morrill. New York City
 National-Acme Mfg. Co. Cleveland, Ohio
 National Screw and Tack Co. Cleveland, Ohio
 National Sewing Machine Co. Belvidere, Ill.
 National Sweeper Co. Marion, Ind.
 National Supply Co. Baltimore, Md.
 New Jersey Wire Cloth Co. Trenton, N. J.
 Neverslip Mfg. Co. New Brunswick, N. J.
 Nicholson File Co. Providence, R. I.
 Nixdorff-Krein Mfg. Co. St. Louis, Mo.
 North Brothers Mfg. Co. Philadelphia, Pa.
 National Cutlery Co. Detroit, Mich.
 Norwalk Lock Company. South Norwalk, Conn.
 National Enameling and Stamping Co. New York City
 New York Knife Co. Walden, N. Y.
 North & Judd Mfg. Co. New Britain, Conn.
 Norton Tool Co. Cleveland, Ohio
 National Brass and Iron Works. Reading, Pa.
 Niagara Machine & Tool Works. Buffalo, N. Y.
 Ohio Tool Co. Columbus, Ohio
 Oliver Iron and Steel Co. Pittsburgh, Pa.
 Onelda Community, Ltd. Kenwood, N. Y.
 Owosso Mfg. Co. Owosso, Mich.
 The Charles Parker Co. Meriden, Conn.
 J. C. Pearson Co. Boston, Mass.
 Philadelphia Lawn Mower Co. Philadelphia, Pa.
 Pittsburgh Screw & Bolt Co. Pittsburgh, Pa.
 The Pike Mfg. Co. Pike, N. H.
 Potter Manufacturing Co. Geneva, Ohio
 Pittsburgh Steel Co. Pittsburgh, Pa.
 Phoenix Horse Shoe Co. Poughkeepsie, N. Y.
 The Pullman Mfg. Co. Rochester, N. Y.
 Fayette R. Plumb, Inc. Philadelphia, Pa.
 Reading Hardware Co. Reading, Pa.
 Remington Arms Co. New York City
 The Russell Jennings Mfg. Co. Deep River, Conn.
 Simeon L. & George H. Rogers Co. Hartford, Conn.
 Republic Iron and Steel Co. Chicago, Ill.
 Reynolds Wire Co. Dixon, Ill.
 Richmond Cedar Works. Richmond, Va.
 J. A. Roebbing's Sons Co. New York City
 Romer Axe Co. Dunkirk, N. Y.
 Rome Manufacturing Co. Rome, N. Y.
 Sharon Steel Hoop Co. Sharon, Pa.

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| Simonds Manufacturing Co..... | Fitchburg, Mass. |
| Silgo Iron & Steel Co..... | Pittsburgh, Pa. |
| Savage Arms Co..... | Utica, N. Y. |
| Seneca Chain Co..... | Kent, Ohio |
| Standard Chain Co..... | Pittsburgh, Pa. |
| O. P. Schriver & Co..... | Cincinnati, Ohio |
| Standard Horse Nail Co..... | New Brighton, Pa. |
| Standard Horse Shoe Co..... | Boston, Mass. |
| Stanley Rule and Level Co..... | New Britain, Conn. |
| Standard Tool Co..... | Cleveland, Ohio |
| The Stanley Works..... | New Britain, Conn. |
| J. Stevens Arms & Tool Co..... | Chicopee Falls, Mass. |
| St. Louis Shovel Co..... | St. Louis, Mo. |
| Safety Door Hanger Co..... | Ashland, Ohio |
| Southern Plow Co..... | Columbus, Ga. |
| The H. D. Smith & Co..... | Plantsville, Conn. |
| The William Schollhorn Co..... | New Haven, Conn. |
| C. C. & E. P. Townsend..... | New Brighton, Pa. |
| Tubular Rivet and Stud Co..... | Boston, Mass. |
| United States Stamping Co..... | Moundeville, W. Va. |
| U. S. Hame Co..... | Buffalo, N. Y. |
| United States Hoe and Tool Co..... | Columbus, Ohio |
| The Upton Nut Co..... | Cleveland, Ohio |
| William Vogel & Bros..... | Brooklyn, N. Y. |
| Wallingford Mfg. Co..... | Wallingford, Vt. |
| Wabash Screen Door Co..... | Chicago, Ill. |
| Warren Axe and Tool Co..... | Warren, Pa. |
| United States Horse Shoe Co..... | Erie, Pa. |
| Union Metallic Cartridge Co..... | New York City |
| Union Manufacturing Co..... | New Britain, Conn. |
| Ward-Dickey Steel Co..... | Indiana Harbor, Ind. |
| J. D. Warren Manufacturing Co..... | Chicago, Ill. |
| The Wyoming Shovel Works..... | Wyoming, Pa. |
| The Walden Kufte Co..... | Walden, N. Y. |
| The Williams Bros. Mfg. Co..... | Glastonbury, Conn. |
| Whitman & Barnes Mfg. Co..... | Chicago, Ill. |
| The Samuel Winslow Skate Mfg. Co..... | Worcester, Mass. |
| Warwood Tool Co..... | Wheeling, W. Va. |
| The Wood Shovel and Tool Co..... | Piqua, Ohio |
| Wilcox Manufacturing Co..... | Aurora, Ill. |
| L. & I. J. White Co..... | Buffalo, N. Y. |
| White Mountain Freezer Co..... | Nashua, N. H. |
| Wright Wire Co..... | Worcester, Mass. |
| Yale & Towne Mfg. Co..... | New York City |

HONORARY MEMBERS.

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|------------------------|------------------|
| Irby Bennett..... | Nashville, Tenn. |
| George H. Sargent..... | New York City |

Sixteenth Annual Convention of the
SOUTHERN HARDWARE JOBBERS' ASSOCIATION.
HOT SPRINGS, VA. TUESDAY, WEDNESDAY,
THURSDAY AND FRIDAY, JUNE 12, 13, 14 and 15,
1906.

TUESDAY MORNING SESSION.

The convention was called to order at 10:30 A. M., at the New Homestead Hotel.

President F. B. Dunlop in the chair.

The reading of the minutes of the 1905 Convention was dispensed with, as they were already published.

President F. B. Dunlop then delivered his

ANNUAL ADDRESS.

Gentlemen of the Southern Hardware Jobbers' Association:
One year ago we met in this beautiful place and throughout the intervening months we have retained many pleasant memories of the occasion.

When I entered upon the duties of the office to which you so generously honored me one year ago, I was thrilled with an earnest ambition of doing more for the advancement of our interests than has proven possible. The report of the Secretary-Treasurer will acquaint you with what has been accomplished.

I desire to express in behalf of the membership of our association our sincere regrets over the misfortune of the Crane-Hinman Hardware Company, of Yazoo City, Miss., who sustained the loss of their business by a cyclone which visited them during the early part of the present year. We also extend our sympathy to the Moore & Handley Hardware Company, of Birmingham, Ala., in the loss of a portion of their stock by fire.

I called a meeting of the Executive Committee, to convene in Pittsburgh, Pa., on March 28th and 29th to meet with a like Committee from the American Hardware Manufacturers' Association, at which time a program for this meeting was formulated. The meeting was both interesting and profitable.

HARMONIOUS.

Conditions regarding some lines are not satisfactory, but a review of the situation generally as compared with that existing a few years ago reveals a vast improvement. Never before in the history of our association have manufacturers so respected us and appreciated the work we are doing in endeavoring to have the output of their factories go through legitimate channels.

The Wholesale & Retail Joint Committee is doing most ex-

cellent work. Owing to pressure of business affairs Mr. R. M. Dudley, the representative of our association on this committee found it necessary to resign a few months ago and I appointed Mr. W. L. Sanford of the Roberts, Sanford & Taylor Company, of Sherman, Texas, to fill the unexpired term. Mr. Sanford is thoroughly capable of discharging the duties of the position and we were fortunate in being able to secure his services.

Since our last meeting portions of our fair Southland have been stricken with a terrible scourge. Business was paralyzed for a term of months and sorrow and suffering reigned supreme; but the South is accustomed to adversities and while the clouds that hovered over her for a period of months were dark and ominous, yet when they had cleared away she recuperated quickly.

Co-incident with the completion of the inter-oceanic canal, now in process of construction across the Isthmus of Panama, the United States will have witnessed the dawn of a commercial era, pregnant with the richest possibilities for an enormous increase in the value of her export trade. Upon the profitable distribution of the surplus products of our fields and factories



F. B. DUNLOP,
President.

DEPENDS THE FUTURE PROSPERITY OF OUR COUNTRY.

New markets must be found, trade relations with foreign countries must be cultivated. The revenue derived from the disposal of that portion of our products remaining after the wants and necessities are supplied, contributes to the surplus wealth of the country which is needed in meeting the demands and requirements of civilization.

In many respects the most significant feature of our export trade is the business in manufactured products. All statistics on this subject are followed with the greatest interest, and

THE INTERNATIONAL SUPREMACY OF THE UNITED STATES

in the coming decade will be very largely based upon its grasp of the world's markets for finished products of the great manufacturing industries.

Coming almost simultaneously with the report of the United States Steel Corporation, the annual statistics of the American Iron & Steel Association emphasizes the fact that the year 1905 was one of unprecedented activity and what is particularly impressive as regards the outlook for results in the current year is the fact that the closing days of last year were much the most active and the new year opened with a volume of business which continues to the present time, and promises to provide

A NEW HIGH RECORD FOR THE YEAR 1906,

notwithstanding the rapid pace set by the preceding year, unless some serious disaster should occur such as a protracted industrial war, or a serious failure of the crops.

Credit and confidence are essential to progress under civilization, and it cannot be expected that either can ever be spared. The greater progress a nation makes in civilization the more general becomes the extension of credit, the greater the confidence and the more stable the relations existing between communities and between individuals. Care in granting of credits, moderation in using them, and the average trading ability of our business men have clearly increased during the past few years.

THE LESSON IS ONE OF CARE, COURAGE AND CONFIDENCE, not one of vain-glory and overboldness.

The railroads are becoming more powerful as time goes on and if they are allowed to continue unhampered will prove to be one of the greatest menaces to the country in the future; and I recommend that we keep up the fight now being waged until a satisfactory law governing common carriers is enacted.

The relation of the consular service to our foreign commerce is a very close one, and we cannot overestimate the importance of making it adequately and effectively responsive to the growing demand of the great agricultural and industrial interests of the United States for an expansion of our export trade. The selection of consuls should be made solely

WITH REGARD TO THEIR WORTH AND THEIR FITNESS FOR THE OFFICE which they are to occupy. If we are to strengthen and improve the service so as to secure the best results, we must above all things divorce it from the spoils system.

You have been kept fully posted regarding the efforts of a powerful element to have enacted a measure known as Parcels Post Bill. While this pernicious piece of legislation is dead at the present time, yet no doubt it will appear later in some other form, and you are admonished to be on the alert at all times. This same element is also insisting upon the numbering of Rural Free Delivery boxes which would be a great blow to the legitimate retail trade of the country. You can readily see the powerful influence that is fostering these movements and I trust you will continue to do everything in your power to prevent the enactment of legislation so harmful to the legitimate retail interests of the country.

The world stood aghast when the horrifying news of one of the greatest disasters of the age came across the continent by telegraph recently. One of the fairest cities of the nation, San Francisco, was stricken and devastated by the forces of earthquake and fire, great portions of the city were utterly destroyed, hundreds of people killed, and pestilence, want, woe and misery reigned supreme in what but the day before had been one of the happiest communities in this country, but with characteristic western pluck her citizens have rallied and will build even a greater city than the one recently destroyed.

We are admonished by the history of the past year that the wheels of the juggernaut of time are grinding relentlessly onward. We cannot speak of our dead comrades without strengthening the affection we have for the living.

WE CANNOT PRAISE THEM WITHOUT INCREASING OUR DEVOTION to those virtues which were so luminous in their lives. We cannot pay tribute to their good deeds without comforting their kindred and begetting in the hearts of their children a desire to reproduce in their own lives the excellent qualities that were conspicuous in the lives of their fathers. Members will please rise while I read the names of those of our members who have crossed the dark river of death since our last meeting.

Col. B. F. Atkinson of the Atkinson-Williams Hardware Company of Fort Smith, Ark., died September 21st, 1905, in the 68th year of his age. He was a man whose moral integrity was never questioned and whose happy, lovable disposition endeared him to all with whom he came in contact. Let his example be cherished and his name be held in everlasting remembrance.

Mr. Edmund Orgill of Orgill Bros. & Company, of Memphis, Tenn., departed from this life in Sept. 1905, in the 81st year of his age. He had been identified with the Hardware interests of the South for more than fifty years, and was known to be unselfish, incorruptible and the very soul of honor. May his upright, honorable career through life be an inspiration to us all.

I believe that our association has now approached that point of strength, usefulness and permanency which we have all looked forward to with much interest. I feel that you can safely be relied upon to handle all questions of recommendations for future work or policy. Let us, however, hold fast to what we have gained—be careful and prudent in taking on new duties, remembering that the main thing which keeps the association in existence is to prove to the manufacturers our usefulness and need in distributing his products for him,

AND IN RETURN TO SECURE FROM HIM PROPER RECOGNITION and his cordial and sympathetic co-operation.

In conclusion I desire to extend my heartfelt thanks to the whole membership for the universal courtesy extended to me during my term of office, and I especially desire to thank the Secretary-Treasurer and members of the Executive Committee as well as the chairmen of the various special and standing committees for their loyalty to me during the past year.

Secretary Treasurer C. B. Carter made the following report in part:

REPORT OF SECRETARY-TREASURER.

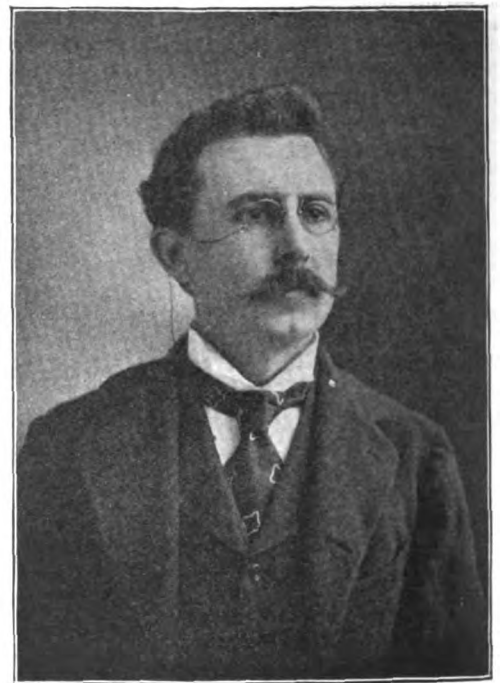
Again, and for the 11th time, it gives me pleasure to present for your consideration a report of my stewardship for the past year, and perchance to offer suggestions, or through the efforts of the Association to enable you not only to conduct your busi-

ness upon a more satisfactory and profitable basis, but to facilitate and simplify matters in which you are all severely interested.

We have communicated with our membership through 68 general letters, and trust that the information and suggestions submitted from time to time have proven interesting and helpful to our membership. We do not issue general letters simply because we haven't anything else to do. We, of course, like to keep in almost constant touch with our members, yet we always desire to have something of importance to present before imposing upon your time in reading the general letters that go out. To give you an idea of the extent of our correspondence we would state that we have mailed from our office something over 11,600 letters since our last Convention. The writer has also done considerable traveling in the interest of Association work, his mileage amounting to 11,519 miles.

COMPLAINTS.

I am very much gratified, indeed, to advise that our records show a total absence of complaints of one member against another; and, in fact, that there has been only a very limited number of occasions where a member has filed complaint against a competitor—a Southern jobber not connected with our organization—and these isolated complaints of one jobber against another has been occasioned almost entirely by the larger jobbers.



C. B. CARTER,
Secretary-Treasurer.

cultivating too aggressively the territory which might be termed foreign to their operations. While the statement has been made by our own member that he feels privileged to cultivate any territory on the face of the earth, at the same time, we feel that there is a limit to a jobber's operations. In fact, we know it is when considering the securing of profitable business. Soliciting business far remote from a jobber's place of business brings him in contact with retailers who are not positively familiar with his standing and reputation near home, and it is but reasonable to infer that there must be some special concessions or advantages offered to secure business from a local jobber with whom the retailer is acquainted and has had dealings. Please understand that we are not advocating the curtailment of a jobber's business and have no objections whatsoever for a jobber securing all the business possible in whatever territory he may wish, but we do wish to impress upon the trade who are reaching out in this manner, the fact that there is an equity of interest that should discourage this direction, and for which they have our sincere thanks. They will in the end become the beneficiaries.

In closing report for our past year's work we would invite your attention, especially to ways and means for securing as members a number of large concerns who have not as yet affiliated with our organization, or who were previously members but who have resigned for good reasons or otherwise. The fact that every Southern jobber is being benefited by the work performed by our Association, which is carried out at the expense of our members who constitute 30% of the eligible concerns, is not right, is not just, and in one respect, burdensome. The fact

that we have and are accomplishing benefits of actual monetary value is self-evident, and we feel that something could be and should be done to awaken the interests of those on the outside. Just how this can be done we are unable to state, but we would suggest that it lies to some extent with the manufacturers to show a preference, or at least a distinction, between those who co-operate with them and assist in working out trade issues and those who do not. This is a pertinent question and one which I think should be considered at this Convention.

We have had some few resignations since our last meeting but the new members received are in excess of those who have dropped out. We are not only holding our own in members but growing, and the power, influence and good which can be realized from our organization are innumerable.

Thanking you for your patience in listening to this report, trusting that there will be found food for thought in suggestions offered, assuring the members and officers—particularly our worthy President, Mr. Dunlop,—of my hearty appreciation of the assistance received in our work and for the many courtesies extended me during the past year, I respectfully present this report.

The Transportation Committee made the following report:

REPORT OF THE COMMITTEE ON TRANSPORTATION.

Your Transportation Committee begs to report as follows: At the time our last report was submitted we had up the question of extending the special classification so that the Cheap Family Dial Scales might be shipped under the classification allowed on "Scales made wholly of Iron." This was declined.

We have made several efforts to have files put in third class instead of second, all of which were declined. In October the Classification Committee reduced Sweat Pads to fifth-class, carload minimum 16,000 lbs. This is an illustration of the advantage of Manufacturers working with us. We have every reason to believe this adjustment could have been made five years ago had not the largest Manufacturer in the country insisted that we could not get fifth class and he entered his plea for third-class which was granted while our fifth-class suggestion was turned down at that time. We are glad to acknowledge the wisdom of the present arrangement where the Manufacturers and Jobbers are working together on this line.

Our request in December for a fifth-class carload rating on locks and knobs was also declined.

In October we were threatened with an effort to place such restrictions on the moving of Loaded Shells and Cartridges and Caps as would have been very burdensome to the Jobbers. Thanks to the strong effort made and the co-operation of many of our members in taking the matter up with the several Traffic Managers, our Southern Lines declined to enforce here the ruling of the Pennsylvania Railroads in Pennsylvania. The Transportation Committee wishes to thank each of the members who wrote personal letters to the Chairman and to the Traffic Managers for their assistance in this matter.

R. F. Bell of Fort Worth, Texas, has been particularly active in that State and we trust his efforts will merit the success they deserve to secure more favorable classification and rates to our Texas members. In this connection will also refer to the successful effort of Jas. R. Adams of Tyler, Texas. He is now at work to secure a re-adjustment of the classification and rates on Childrens' Vehicles in carloads into Texas.

By reason of the detailed reports already rendered, our members are in touch with the work done to further more satisfactory laws with reference to the power of the Interstate Commerce Commission. Unfortunately quite a number of Shippers misconstrued the efforts of the Interstate Commerce Law Convention which resulted in a lack of harmony at the October meeting at Chicago. At this writing, however, indications are that the Senate will concur with the House Bill in such a manner as to bring a considerable measure of relief along the line asked for. This question will have to be decided right before it will stay settled, and for the good of all concerned we hope that a wise and reasonable law will be enacted before April 1st.

We co-operate with the effort to have the Senate Committee investigate also the express service, charges and discriminations. We trust that in due time better adjustments can be made in that direction and would suggest that our Committee for next year keep this in view. We might also suggest that next year's committee might be able to do something with reference to aggravating delays in the movement of freight, both through and local; also the unreasonable delays in the settling of just claims for over-charges, loss and damage.

In urging improved service we must try to be patient because the Transportation Lines have their difficulties due to the enormous volume of business, such as Hardware Jobbers exper-

iened in supplying their customers during the past year or two. We would caution our members against mistakes in attempting to group too many lines of goods in one car to secure the benefit of carload rates of freight. This can wisely be done with some goods, but to insist on it in other directions would only lead to the possibility of large local Retailers making up carloads and thus cutting out the local Jobbers' advantage as a Jobber. We would suggest that the Transportation Committee for next year consist of four members instead of three as at present. This is important because of the various interest in our large membership. We would suggest that H. C. Fox of Arkansas, or a Texas man, be selected and we believe Mr. R. F. Bell is more active than any one else in the matter and Mr. Miller of Memphis, Tenn., could also probably serve his section and the middle south, east of the Mississippi, including Tennessee and Mississippi. We would suggest that some Georgia or Carolina man be appointed and that a Virginia man be appointed. Each of these parties could then give personal attention to the matters in his territory.



R. D. WARREN,
• First Vice-President.

The Press Committee reported that they would be prepared to perform their duties when called upon at the present session of the convention.

The Committee on Grievances reported that there had been no complaints referred to them for adjustment.

The Chairman of the Manufacturers' Committee, R. M. Dudley, in a written communication, reported to the Association that nothing had been brought to his attention during the year as Chairman of that Committee. He expressed his regret at being unable to be present at the session.

The Chairman of the Metal Committee, Bruce Keener, reported that he had no report to make, as chairman of the committee; that the members were evidently highly pleased with this commodity, as there had been no complaint of any kind filed with the committee.

The Executive Committee, O. B. Barker, Chairman, made the following report:

REPORT OF THE EXECUTIVE COMMITTEE.

Gentlemen of the Southern Hardware Jobbers' Association:

In presenting a report of the past year's work, and in suggesting plans of the coming year, your executive committee realizes the responsibility imposed upon it, yet they are, as they have been in the past, willing and anxious to the best of their ability to perform all the duties coming within their province. As the years go by and each succeeding convention shows not only an increased membership, but additional interest manifested not only by our members, but by the manufacturers from whom we should expect—and not without disappointment—protection and generous treatment, it is no simple matter for your executive committee to satisfactorily and successfully forecast events and at all times meet the issues as they develop. So please bear in mind the limitations of the human mind and the peculiar conditions which confront us—for your executive committee are human just like

the rest of you and equally prone to err. Please understand, however, that it is not our purpose to acknowledge our mistakes and short-comings, but we are merely prefacing this report with the statement that we have not been able to successfully consummate all the plans which have been presented for the correction of trade abuses and the improvement of other matters of vital interest to the Southern Hardware jobbing trade.

At the Executive Committee meeting this year, for the first time within the history of our organization, the innovation was introduced of holding joint executive committee meetings of our own and the American Hardware Manufacturers' Association. The meeting was held in Pittsburgh on March 26th, 27th and 28th, and was well attended. All the members of our Committee were present except Mr. Keener, who was unavoidably detained at home. Our conferences were characterized by the most generous good feeling between the Manufacturers' Association and our own, and we feel that in future years this same policy should be carried out. Especially is this desirable for the reason we hold a joint convention and it is, of course, desirable that all the details in connection with the same should be fully decided



O. B. BARKER,
Chairman of Executive Committee.

upon and worked out with the least possible friction and complication. The plan of combining the program of each association in a common book speaks for itself. This also is a move in the right direction and will unquestionably have a tendency to bring about a more cordial feeling between the jobbing and manufacturing interests of the entire country. The old opinion that formerly prevailed that the manufacturers were seeking every opportunity to beat the jobbers, and that the jobbers lay awake at night scheming whereby they could get the best of the manufacturers has long since disappeared, and justly so. The interests of these two classes are and should be so closely interwoven that the most perfect understanding should exist, each working for the other's welfare, both socially and in a business way. The question may be asked as to why so much stress is laid on social obligations. To our mind there is much in business besides strict business ethics. Life, at best, is of short duration, and there should be pleasure and enjoyment; and how can more perfect happiness be realized than from a personal acquaintance and friendship between those engaged in the same line of business, and who come in almost daily contact through correspondence or in personal conferences; and is there any better way to bring about this feeling than through meetings such as we are now celebrating, occurring once or twice each year.

The greater part of the Committee's time at the Pittsburgh meeting was devoted to the discussion of matters pertaining to the welfare of the jobbers individually and as a whole in their relationship with each other and with the manufacturers. These discussions resulted in the program which we will carry out at this convention. More detailed particulars of these various subjects will follow.

UNIFORM SIZE LOOSE LEAF CATALOGUE.

At our convention here last year the suggestion was embodied in your Executive Committee's Report that the time was opportune for the adoption of a uniform size leaf for loose leaf catalogs and a uniform size catalog for the jobber's publication. A Committee was appointed, conferences held and their report was

presented to you the latter part of last year, details of which will again be presented to you at this convention in a report from this committee, and we take this opportunity to urge upon our members the wisdom of adopting as their standard the size sheets recommended. There are several reasons why this course should be followed.

1st. It will enable the manufacturers to supply descriptions and illustrations of new goods in such a manner as will enable the jobbers to keep careful track of the same, as the majority of the jobbers are using loose leaf binders for the use of the office and of their traveling salesmen. The same is true when the manufacturers issue new lists and discounts, and, in fact, many manufacturers have already adopted the plan of supplying the jobbers with their requirements in loose leaf sheets of their general line.

2nd. By securing the manufacturers' co-operation in the adoption of these uniform size loose leaf catalogs, the jobbers will be enabled to classify and file the catalogs in a very simple manner, compared to the great variety of sizes of catalogs which have previously reached the jobbers from manufacturers throughout the country.

3rd. It will lead up to some uniform plan whereby a number of jobbers may prepare catalogs together at a minimum expense.

Our Secretary advises us that a great many manufacturers have expressed deep interest in this movement and have, or will conform to our views in this direction.

The report then referred to the subject of "Special Brands," and reported a satisfactory condition in the trade with reference to that subject.

Referring to the subject of Mutual Fire Insurance, the report was as follows:

The Mutual Fire Insurance question, which was discussed through a very desirable paper at our last convention by Mr. C. H. Miller, was referred to a special committee whose report will be presented later on. This report was also submitted to our membership on June 12th of last year, but we have not learned whether or not our members have adopted these suggestions of that committee. We feel that there is a possibility of our members saving considerable money in the way of premiums by adopting the suggestion of the Mutual Fire Insurance Committee, and we present the same again for your further consideration.

PARCELS POST AND OTHER POSTAL MATTERS.

The past year has been a very busy one in connection with our efforts to defeat the Parcel Post measure, which has been pending in Washington for some time, also in our efforts to defeat the proposed recommendation through the Post Office House Committee for the consideration of third and fourth class mail matter. The adherents of a Parcels Post bill were soon convinced that there was going to be so much opposition to the passage of any such laws that they agitated the proposed consolidation of third and fourth class mail matter, thinking that the mercantile interests of the entire country would possibly not pay much attention to this latter movement on account of their efforts in opposition to the Parcel Post measure. However, we are happy to state that so much pressure was brought to bear in opposition to both measures that both have been, for the present abandoned, although there is a possibility that one or the other or both of these propositions may be resurrected at some later date. Our Association, through the Secretary, has been indefatigable in its efforts to defeat these measures, and we, therefore, feel very well satisfied with our efforts in this direction. It is clearly patent that should either of these measures have been recommended to Congress and afterwards adopted that it would have entailed untold loss to the retail interests of the country, which would, of course, have very seriously adversely affected the jobbing interests. The value of trade organization was never better illustrated than in this work. Without organization, at least one of these measures would have been passed, and it would have resulted in the actual loss to the jobbers and retailers of the country of many millions of dollars. This but illustrates the adage, "In times of peace, prepare for war."

Another feature in connection with the post office department which was brought forward by the catalogue houses was the proposition as to numbering the Rural Delivery letter boxes and permit the delivery of mail direct to these boxes by number only. This would have proven a most effective weapon in the interest of the catalogue houses, but organized trade efforts brought such a flood of protests to Washington that the order granting such privileges was annulled.

In connection with the above subjects your Committee feel very much gratified, indeed, at the work accomplished by the Catalog House Committee, a detailed report of which will be presented at a later session.

The report referred to the poultry netting trade.

The report then referred to the subject of maintenance of prices.

It was moved, seconded and carried, that the report of the Executive Committee be taken up for discussion in detail at a later session.

The President announced that the present Committees would continue to hold office during the Convention.

The Cast Plow Committee and the Steel Plow Shape Committee presented their reports.

The Standard Size Loose Leaf Catalog Committee, J. D. Moore, Chairman, made the following report:

REPORT OF COMMITTEE ON STANDARD SIZE LOOSE LEAF CATALOGUE.

After a careful canvass of our membership, both as to the size of catalogues and loose leaf binders they are now using and their ideas and wishes as to something more desirable, if any, we recommend the adoption of the following size sheet for the regular printed bound catalogues: 8 $\frac{1}{4}$ x11 inches. For use in loose leaf binders, we recommend the adoption of sheet 9 $\frac{1}{2}$ x11. Ordinarily the printing space on either sheet will be the same, the loose leaf ledger being wider to permit of its being inserted in the loose leaf binders, the necessary margin for binding being greater than in the regular bound books. Printing space or type form should not be over 6 $\frac{3}{4}$ x9 $\frac{1}{4}$ inches on either bound catalogues or on sheets for loose leaf binders.

Your Committee does not recommend the adoption of any particular style or make of loose leaf binders; however, for your information would suggest the "Tengwall" Binder as one possessing excellent merits. Price \$3.00 each in one dozen lots.

Address The Tengwall Co., Chicago, Ill.

Very respectfully,

J. D. MOORE,
CHAS. H. IRELAND,
C. B. CARTER,
Committee.

SPECIAL AND STANDING COMMITTEES.

We desire to express in behalf of the Association our thanks for the good work accomplished by our standing and special committees. While some of the committees have not presented elaborate reports, yet they have been persistent in their efforts to do all that was expected, or at least all they could do. Conditions in a general way are very satisfactory, indeed, and accordingly there has been no opportunity for some of the committees to do effective work, at the same time they are ready, willing and anxious to serve the Association to the best of their ability.

We feel especially proud of our efficient transportation committee. As Chairman, Mr. W. E. Newill has accomplished wonderful results when we consider the obstacles he has overcome in attaining his purpose.

The Steel Plow Shape Committee and the Cast Plow Committee have done excellent service, which will result in actual dollars and cents benefits to our members.

DELAYS IN DELIVERY OF FREIGHT SHIPMENTS.

Our attention has been called to the inconvenience experienced by our membership in regard to the slow movements of freight over the respective railroads of the country, and as this is a matter of so much importance to the trade, both from the jobbers' and manufacturers' standpoint, we shall, therefore, have the pleasure of hearing from Mr. John Donnan on this subject, who has posted himself on this question preparatory to presenting the same for your consideration and action. We recommend the adoption by this Association of a strong resolution looking towards proper relief from the conditions that now exist and further, that we have this matter presented before one of our joint meetings and secure similar action upon the part of the American Hardware Manufacturers' Association.

INDEFINITE REBATES.

We think it well to put ourselves on record as opposed to any and all forms of plans offered by the manufacturers in the way of indefinite rebates for the sale of their goods.

It has been moved by Mr. Barker that the Committee be continued and requested to present the matter in some way before the Manufacturers' Association at its present session. The motion was carried.

The Committee on Mutual Fire Insurance reported as follows:

REPORT OF THE MUTUAL FIRE INSURANCE COMMITTEE.

We, your Committee, to look into the subject of mutual fire insurance and report back to the Association, submit the following:

1. We believe that mutual fire insurance is based on sound and correct principles and eliminates a large part of the expense

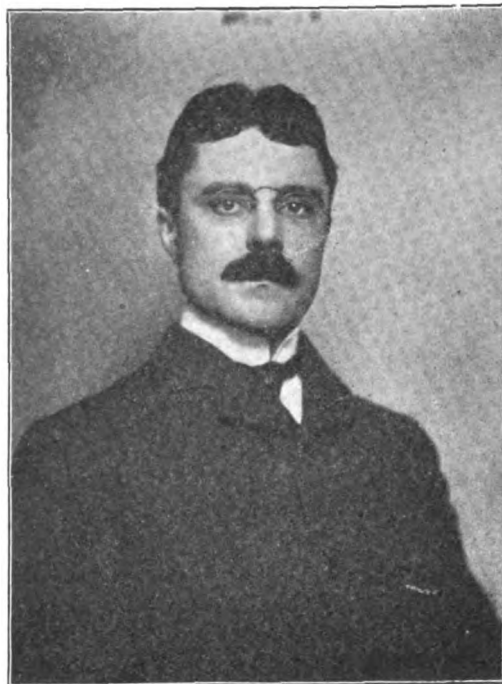
necessary in old line companies and will furnish pure insurance at the lowest rates; and, hence, is desirable on our part.

2. We do not believe it advisable for the present, owing to the limited business our membership would give to a company, which could be written on a sound basis where the risks were limited to \$5,000.00 each, would authorize us in organizing a company of our own; and for this reason, we recommend that those of our membership who have insurance to place at present to give it to some mutual company or organization, which would be more economical than to have a small company which would require all the premiums to maintain an office and other fixtures and necessary charges.

Respectfully submitted,

J. D. MOORE,
BEN. J. SCHUSTER,
GEO. E. KING.

On motion the Association took a recess until 2 P. M., at which time a joint meeting would be had with the American Hardware Manufacturers' Association.



C. W. ASBURY,
Vice-President.

TUESDAY AFTERNOON SESSION, JUNE 12, 1906.

The American Hardware Manufacturers' Association and the Southern Hardware Jobbers' Association met in joint session at 2 p. m.

President Dunlop of the Jobbers' Association called the Associations to order. He introduced Rev. Dr. Williams of Augusta, Georgia, who invoked the divine blessing.

An address of welcome was given by the president of the Southern Hardware Jobbers' Association, F. B. Dunlop, a most hearty welcome indeed, who spoke as follows:

ADDRESS OF WELCOME BY THE PRESIDENT.

Ladies and Gentlemen:

It is with genuine pleasure that I welcome you to this the 16th annual convention of the Southern Hardware Jobbers' Association, and like the Spaniard of olden times, who upon stepping within the portals of the house of a Spanish gentleman found within a host, who with salutation profound bade him welcome and with his hand upon his heart exclaimed: "My house and all that is within is yours," so I as heartily welcome you today and sincerely trust that your short stay here may be both pleasant and profitable, and when you shall have returned to your home may you retain many pleasant memories of this occasion.

What more delightful place could have been chosen for our meeting than this beautiful spot nestling amongst the mountains of Virginia!

How many fond memories cluster around the name of this grand old State! The chivalry and patriotism of her men, the beauty, culture and grace of her women are known and admired in every city, town and hamlet in this country.

I am truly glad to see that so many of the ladies have honored us with their presence. They are an inspiration and are

ever indispensable. Ladies, when we think of you we think of the sunlight, around you cluster all the tenderest ties that bind us to this beautiful earth, and in our dreams of Heaven you are there. With a deep admiration for all that is good, beautiful and true I hope that you will continue to grace each succeeding convention of this association with your charming presence.

Hot Springs is yours during the convention, and Mr. Irby Bennett, the modest but exceedingly worthy chairman of the Reception Committee, and his associates will take pleasure in doing everything possible for your enjoyment.

I thank you ladies and gentlemen for your patient, courteous attention.

C. W. Asbury, vice-president of the American Hardware Manufacturers' Association, responded to the welcome of President Dunlop in the following words:

Mr. President, Ladies and Gentlemen: I feel provided with very poor tools. Words are indeed poor to adequately and properly express the pleasure the Manufacturers feel in meeting you on this occasion; but, gentlemen, don't be misguided into the belief that you are the sole cause of this emotion, a goodly share is due to the insuperable delight we have in meeting the ladies—those whom you delight in recognizing as the bosses at home.

In addition to the pleasure we have in meeting old friends and in greeting new ones, I am sure we all experience a thrill in visiting this spot, surrounded as you are by nature's beauty in the very heart of Old Virginia. You are responsible in drawing us from the whirling hum-drum of flying machinery, the foundry and glowing furnace to this atmosphere. Could it be possible for the human brain to conceive at first thought other than gratitude? We are here to consider the complications, perplexities and irregularities in our respective businesses, but not with the all absorbing and fixed idea that the evils are the only elements that engage our thoughts. There are good business transactions which will, no doubt, mitigate some of the evil practices. There are, undoubtedly, evils in the Hardware trade we should fight vigorously and earnestly for their correction, but not with a determination to rectify the evils out of all proportion to their import so that they completely overshadow all that is good. With this thought I desire to express again simply, but with earnestness, the pleasure and gratitude we feel at being privileged to be with you.

PRESIDENT DUNLOP: Mr. J. T. McAllister, whom you all remember, who had agreed to respond to the address of welcome, is sick and Mr. George E. Nelson has agreed to respond in his stead.

MR. NELSON said:



THE HOMESTEAD HOTEL.

WELCOME TO HOT SPRINGS.

Mr. Chairman, Ladies and Gentlemen:

As most of you are advised, I was not selected to deliver this address on this occasion. As some of you may not have known this, I think it is due you for me to say that at this late hour I stand here to do what I can to fill the place of my friend, Joseph T. McAllister, to whom, and not to myself, this signal honor was accorded; and who, if he were here with us to-day, would I know, with clear head, bright intellect and warm heart meet the requirement of this occasion with fearlessness, honesty and ability. And when, at this late hour, I think of the place I have assumed to fill, it makes me feel my inability all the more and causes my embarrassment to rise to a point where it threatens the veritable destruction of any sentiments which, under normal conditions, I might be able to express.

It was a beautiful custom which originated long years ago for the representative men of every age to gather themselves together at certain periods of the year and discuss matters of common interest and concern.

Neither history nor tradition goes back far enough to mark the period when this custom was brought into life. But we do know that way back in the early ages, in Athens, the mother city of the arts and sciences, that the leaders of that age—the

representative men of the times, men who formed, shaped and moulded public opinion, would convene there at regular intervals, exchange ideas and do what they thought was best and most promotive of the public weal; and we know likewise, that they met in like manner in the Forum, in historic Rome, before the Christian Era, in close fellowship, to discuss similar questions.

These were noble, patriotic men, who gave freely of what they possessed, and whose one purpose was the betterment and upliftment of their fellow men. These social gatherings gave to them strength and renewed power to meet again the solemn duties of life, and a deeper and richer love for human nature, and closer communion between man and man.

And so it is with you here this day, and I know your purposes are largely the same. With hands free and feet loosed from your business, it gives you intense pleasure to mingle at these gatherings to renew friendships, to exchange ideas and to quicken your attachment not only to these institutions to which you have given, and are now giving, the best years of your life in devoted service, but also quickens your attachment for your fellow man, strengthens your love for and faith in him, and enables you busy men, for a little while at least, to indulge in the better side, the social aspect of life.

Freed for a day from the cares and perplexities of our everyday life, we delight to turn back a few leaves in Time's great volume, to get down closer to nature, to be boys again for a day, and commune for a little while with the spirit of the past.

In the almost superhuman endeavor, rush and hurry incident to the immense business enterprises which we witness in this decade, which require men to think so quickly and to move so fast, it is well for us to pause like this from time to time to free our minds from business cares and mingle together in social intercourse, for being here with these manly men—men of accomplishments, men of deeds, men who have forged ahead through discouragements and difficulties, pushing aside one stone after another, as they moved along the path to successful life, ever putting the mile posts behind them as they have gone; men who have a deep and abiding faith in, a little better at least for the time they have tarried here—mingling here in social intercourse, I say, with such men, and these fair women, whose presence always lends so much beauty and so many graces to every occasion, will, I know, often strengthen and refine us and make us better able to stand up and fight like men again when the day of duty comes.

Twelve months upon the tide of events, and we find ourselves drifting back to this old familiar shore, where you had such a good time last year, when some of you got a little too much and fell by the wayside as boys will do, and others of you who did not get too much, simply because with them it was like pouring water into a hollow tree, and there was not enough on the market to be "too much" for them.

I know these associations are formed for noble, manly purposes. Others conceived in the same spirit have lived in favor for a thousand years. My earnest hope is that this one may live and grow and strengthen and prosper; that each of you and yours may yet have many years of successful endeavor, which will bring to you peace and plenty; that men from the north and east and west and south, God bless her, may ever mingle therein united, hand in hand, and whenever you or yours may wend your way towards Virginia, she will meet you on the border with the olive branch of peace and welcome; and if in after years, your thoughts may revert to old Bath County, know ye that her healthful, life giving waters, her fertile valleys and rolling hills, will stand here with outstretched arms in the name of her people, to welcome your return, and that upon them you may read everything written in Nature's matchless hand, "Welcome, to each and every one of you, a hearty welcome."

PRESIDENT DUNLOP: The next on the program is an address by Mr. S. G. Gilfillan of Ironton, Ohio, on "Good Fellowship."

MR. GILFILLAN: Ladies and gentlemen, it seems almost posthumous for me to step upon this platform after having listened to the elegant, beautiful and delightful words that have been uttered by the gentlemen who have preceded me, yet I am here by invitation and not because I had the nerve to accept, but because I did not have the nerve to reject the invitation.

Continuing, Mr. Gilfillan said:

GOOD FELLOWSHIP.

What a grand subject and yet how appropriate, for where will you find so much good fellowship to the square foot as at a Joint Convention of the Southern Hardware Jobbers and American Hardware Manufacturers.

I deeply feel my utter inability to properly handle the subject, and still I am willing to do my best towards entertaining and interesting you, for who could refuse a request coming from such

good fellows as Messrs. Barker, Ireland, Keener, Webber and Carter.

I concluded that I would look up the meaning of "Good Fellowship," but the more I looked the less I knew and was convinced that it was too deep for me; I therefore concluded that the best definition I could give was the "Golden Rule"—i. e.—"Do unto others as you would have others do unto you," and that would be the acme of Good Fellowship. If one would follow this rule what a genuine good fellow he would be, and how happy we all would be if we always treated others as we would have them treat us.

In my efforts to get a satisfactory definition for Good Fellowship, I was reminded of a dialogue that took place between two darkies at a Negro Minstrel Show not very long ago: One darkie mentioned the fact of his great responsibilities, when the other immediately said: "There you go again using big words that you do not know the meaning of;" when he replied, "What did you say; don't know the meaning of responsibilities?" The other darkie answered: "That is what I said;" when he replied, "What? I don't know the meaning of responsibilities? Well I



S. G. GILFILLAN.

should say I do for I have got them. Responsibility means, why responsibility means, well it just means responsibility and that is all," and that is the way I feel about Good Fellowship, and yet there are a great many ways, that is, supposedly, ways of being good fellows and that brings to my mind a conversation that took place between a very sick man and some of his friends who were visiting him. The aforesaid sick man in a very deliberate way said: "Well boys, if I die I suppose that you will send flowers to my funeral," and his friends replied: "Yes indeed we will." The sick man then said: "To cost as much as five dollars?" His friend replied: "Yes, perhaps more;" when the sick man replied; "Well, cut the flowers out and give me three dollars in cash, for I need the money." The moral to this story is to say or to do things while our friends are alive rather than after they have passed into the great beyond, but pardon me please while I quote from a short article that fits in here very nicely:

THE VALUE OF PRAISE.

"Has it ever struck you what a sweetener of life lies in a few words of appreciation and encouragement? How few of us take the trouble to stop a few moments and praise a servant for work well done, or even pause to tell our nearest and dearest how we appreciate all the daily services which we have apparently never noticed. When our friends die we hasten to send beautiful flowers as a last appreciation of our love for them; but, would it not be better if we had helped them by a little praise when they were working, or if we had cheered them in the dark days when they were troubled and suffering? Only a few kind words of appreciation; the cost is nothing, but the recompense is beyond price. Let the husband tell his wife how much he prizes her love for him, and the wife tell him how truly she recognizes all his care for her; and the mother should reveal in words how much she values her children's affection, while the child who says to its mother, "Thank you for all your love to

me," has rewarded her far beyond knowledge or understanding."

And yet I do not propose to preach a sermon, but simply to say that as we lead but one life here on earth, we must make that life beautiful and to do this Good Fellowship is absolutely necessary. How easy it is to drop from the sublime to the ridiculous if you desire to refrain from becoming tiresome, and therefore I am going to tell a story which may possibly be familiar to most of the men, but I am quite sure will be new to the ladies, and I know they will laugh if only from sympathy with me. A lawyer of my acquaintance tells this story of a personal experience while trying a case in an Iowa court. A boy about fourteen years old had been put on the stand and the opposing counsel was examining him. After the usual preliminary questions as to the age of the witness, residence and the like, he then proceeded:

Have you any occupation? No

Don't you do any work of any kind? No.

Just loaf around home? That's about all.

What does your father do? Nothing much.

Doesn't he do anything to support the family? He does odd jobs once in a while if he can get them.

As a matter of fact, isn't your father a pretty worthless fellow, a dead beat and a loafer? I don't know sir; you had better ask him; he's sitting over there on the jury.

We are often told that a little fun now and then is relished by the best of men, and yet sometimes even Good Fellowship is overdone as in the case of Senator Bailey of Texas. The Senator tells of an experience he had not long ago while staying in a country place down South. He received a telegram urging him to come to Washington at once and made arrangements for immediate departure. The place was two miles from the railroad station, and as the schedule had been recently changed, his host did not know the time for departure of the train, and there was but one train each day. A negro was sent hastily to enquire from the station master the time for the departure of the train. Three hours later the negro returned and the farmer angrily asked him where he had been and if it took three hours to ask when the train was due. The negro tried to explain by saying that it did not take three hours to ask when a train went by, but he added that the station man was such a liar that no one could take his word, and, therefore, "I just stayed to see for myself, and for once in his life he told the truth, for she sure did pass dar just when he said she would," and thus Senator Bailey was one day late in getting back to Washington.

We all want to be good fellows and show our Good Fellowship for the ladies, and along that line I have something that I think fits the case exactly—it is entitled, "An Appeal to Saint Peter."

Won't you tell us, good St. Peter,

Are there any women angels?

Any angels in your kingdom

Of the feminine persuasion?

For we have always pictured Heaven,

As a place most satisfying,

Filled with love, and light and music,

Filled with angels fair and graceful,

Floating through the ambient zone,

With a soft and rhythmic motion.

With their white robes clinging to them.

Now these wise men rise and tell us

That these things have no foundation,

That the hopes we fondly cherished

Are but idle dreams and empty.

So please tell us, good St. Peter,

Won't you give a sign from Heaven

Ere we quit this earthly temple,

Ere we climb the golden stairway,

For unless you can assure us

That the wise men and the learned

One and all are quite mistaken,

Or are trying just to bluff us,

We will change our way of living,

Have a good time while we stay here,

For we care not for Heaven

Where there are no lady angels.

And now for fear that I may destroy the Good Fellowship that now exists and to prevent tiring you beyond reason, I will close with a story that might be my fate if I continue any longer:

One morning a Sabbath School was about to be dismissed and the youngsters were already in anticipation of relaxing the cramped little limbs after the hour of confinement on straight-backed chairs and benches, when the superintendent arose and instead of the usual dismissal announced, "And now children, let me introduce Mr. Smith, who will give us a short talk." Mr. Smith, smilingly arose and after gazing impressively around the class room, began with "I hardly know what to say," when the whole school was convulsed to hear a small thin voice in the rear lisp, "Thay amen and thit down."

PRESIDENT DUNLOP: We will now hear from Irby Bennett, Chairman of the Reception Committee.

MR. BENNETT: Ladies and gentlemen, I had an elaborate report prepared for this occasion, but unfortunately my baggage has been delayed. My only pleasure is the applause that I receive when I appear as I have this morning. You no doubt expect a speech from me and I am more than equal to the occasion. I would deliver that speech, as I say, but for the fact that my notes have gone astray, and in that event you expect that I will tell you a story, but Gilfillan anticipated me. He told all the new ones that I know—that is the parlor stories.



IRBY BENNETT,
Chairman Reception Committee.

I thank you very much for your applause and I am awful glad to greet you men and women. I am awful glad to greet the manufacturers and the jobbers. It is a real pleasure to be Chairman once more of the entertainment committee. The Committee is long enough; we do not want to add any more to that committee. I have not done a thing. I came three days before this convention was called to order and I have only seen three of that Committee and they are now waiting in the room to the left of the office for the contributions from the jobbers and manufacturers. Mr. Hottel is the Chairman of that Committee and if any of you jobbers or manufacturers have not done your duty, you want to do it now. Now the best part of my speech comes—a photograph will be taken on the right of the hotel immediately after adjournment this afternoon. Now you ladies all want to get in that, and of course the majority of you gentlemen.

I have not much of a report to make for my committee, ladies

The banquet to-morrow night, Wednesday, my Committee have not prepared as elaborate a programme as we have formerly done at these conventions, but we have done all that the jobbers felt that we should do. They did not want us to do anything which might detract or call from their meetings any member of their association. The manufacturers were quite as solicitous to have their members all in their meetings, and for that and other reasons we have not prepared an elaborate programme, and what we do, aside from the entertainment this evening, which will be an impromptu affair in this room, we will have some songs, some recitations and some dancing probably, but we will try to amuse you from half past eight until ten o'clock. I will not mention the names of the distinguished artists that will perform or do stunts. Some of them are going to do stunts, you know, and I might say in parenthesis, that President Dunlop of the Southern Hardware Jobbers' Association is going to sing us a song and that is quite sufficient, and I know you will all be there. I would say something about Mr. Asbury, but Mrs. Asbury is here.

Now I think it is up to me to say what the boy said to Gilfillan: "Say your prayers and quit."

President Dunlop called on Mr. T. James Fernley, secretary-treasurer of the National Hardware Association, for some remarks.

MR. FERNLEY said: Mr. President, at a time when it seems to

be desired on the part of so many to once more look into camera and see what is produced by it, I would not detain audience, but I simply want to say it gives me a great deal of pleasure to come here as a representative of the National Hardware Association, I think for the twelfth consecutive time, note the continued interest in this meeting. Our association learned a great deal from the Southern Hardware Jobbers' Association. I think this feature of having the ladies at our meetings was first introduced by this organization, surely it gives us a great deal of pleasure on all association occasions now to have our wives, and for some of us, the mothers of our children, present on occasions of this kind.

I am very much delighted to-day to see that the young of the trade are recognized to the extent they are. Twenty years ago men who were at the head of these organizations were old and gray haired, but to-day you will find young fellows budding into manhood as presidents of these associations. I think this bodes well for the future.

I have come here, Mr. President, to enjoy myself and to discuss trade subjects, and I beg of you if you have on your mind anything of the trade nature you will wait until after the departing train before you mention it. I do not want to discuss the heavy subjects which we hear so much of. I will even mention them, as it might recall them to your mind. I only want to say to you that the National Hardware Association looks with a great deal of pleasure on the growth of the association movement throughout the country. We feel it particularly appropriate to come here because this is practically the present association among the jobbing trade, and it affords much pleasure to meet with you.

A gentleman asked me this afternoon, while sitting on the lawn, where I came from. I told him I came from heaven and he was unkind enough to reply that evidently I did not have a turn ticket. I want to assure you that when I come into such an assemblage as this I do not feel that I would want a return ticket, but feel as if I would like to banish all business and stay here indefinitely. I thank you.

The convention then took a recess until the next morning at 10 o'clock.

WEDNESDAY MORNING SESSION, JUNE 13.

The convention was called to order by President Dunlop at 10:30.

The roll was called showing 32 firms represented. The secretary stated that more were expected on trains to arrive.

Frederick Fox of Pine Bluff, Ark., read the following paper:

INCREASED EXPENSES DEMAND INCREASED PROFITS

Mr. Chairman and Gentlemen: The subject, Increased



JOHN DONNAN,
Chairman Cast Plow Committee.

expenses Demand Increased Profits, is a proposition so patent on its face that were it not that the subject admitted the question of ways and means it would hardly admit of argument.

The high wage idea seems to permeate all branches of business. Never in the history of the country have the wage earners been more completely master of the situation than now.

good book-keeper can command from \$100.00 per month up, and no business can afford a cheap book-keeper. Good salesmen command from \$75.00 and up, and I find then the men to whom I pay the best salaries are the cheapest. These ideas extend to porters and drivers. In these positions we run colored help and they can get work any time at what we would consider excessive wages not long ago, and when we have these fixed expenses worked out to the best of our ability we must see the assessor and then the tax collector and the fire insurance agency, and now here comes the district for paving, sewers and other public improvements that must be met. So when we foot up the totals we wonder where the tide will turn and where the money is to come from to pay the expense account. Now just so sure as we go into business just so sure will we fall heir to these contingencies, to such an extent that when we make our footing at the close of the year we think ourselves fortunate if it does not take more than 10 per cent. of our gross sales to meet them. These are fixed facts and the burning issue with us all is what is the best way to provide for this feature and leave a reasonable profit on our investments. Negatively you cannot meet them selling nails and wire at a profit that barely pays the expense of handling. You cannot meet them selling rope, galvanized ware and wood and willow ware and other items that the wholesale grocer puts on the market at prices that do not pay the Hardware merchant the expense of doing business, and I wish to say here that I do not endorse the idea that these lines should be cut out of the Hardware merchant's stock. They legitimately belong to us. Let's hold them. But right here is where we need to be thoughtful and bring our brains to bear in the handling of this question. This is the place that we want to draw the line on items I have touched on. I have not mentioned them all, and those that do help us out and pay their way. Let our salesmen understand that it is quality and not quantity that you are more particular about—that you think more of the sale of a dozen razors than 20 kegs of nails,—in other words to fix their minds and energies on profit-paying items and not think so much of trying to sell large bills—carloads if you please—that pay an exceedingly small percentage,—in some cases less than the fixed expense of doing business.

As to the best methods of putting these ideas into effect. I have no doubt I could be responded to intelligently by every member on the floor, our ideas varying largely on account of local environments, and I hope we may hear from quite a number.

As to my own ideas, I say, sell as good an article in any line as your customer will buy. It will, in nearly all cases, enable you to realize a better profit and is less apt to get you into trouble. Impress on your salesmen seasonable lines—not too many at a time—that you want pushed specially. Have him take a sample of some novelty occasionally. Put good goods at the disposal of your salesman, and do not be afraid to ask a price for them. There is one other idea I wish to mention, and that is, let the jobbers doing business in a given territory arrange a meeting once a year and have a heart to heart talk over trade conditions and prices, but our mistake is being overzealous to get orders. Let's ask and answer questions and I think it will go a long way in blotting out a number of our troubles that perplex us not a little and frequently cause unnecessary cutting of prices.

The increased expense has come to stay. Let's inject the profit-getting idea into our business, not that we may impose on any one, but that we may obtain our honest dues, which is a reasonable profit on capital invested.

Remarks were called for on the subject.

MR. BARKER said that his firm had endeavored to overcome the increased expense by increasing the volume of their business, but that there was a limit to this and the question was how to increase the profits after the volume of business could not be increased.

MR. MOORE: I don't know as I have any solution to offer. It seems hard to get any concert of action. About the best way would be to resolve individually that we would market our goods at a profit. I think a very good thing is, if we know we are selling staples without a profit, is to quit, and if each man will quit we will all quit.

MR. EWING spoke on the subject and referred to the small profit made on a number of staple articles. He suggested as a partial remedy the co-operation of jobbers together in maintaining prices and not resorting to ruinous competition.

JOHN DONNAN spoke on the subject and expressed the opinion, which was loudly applauded, that the only thing lacking to make better prices was backbone and common-sense on the part of the jobbers.

MR. IRELAND suggested the remedy of allowing salesmen only credit on sales which showed a profit.

MR. ESHLEMAN: There are two or three little points I would like to bring out before you pass from this subject. I suggest that as I think all of you employ your salesmen more or less on the percentage basis, a plan upon which to meet these contingencies is that of allowing a man credit only for such goods as he actually makes a profit on. I was formerly troubled a great deal with the matter of competition until I reached a point when I absolutely refused to give the privilege of meeting anybody's prices, and I have cut down my sales, but whatever I sell I get a profit on.

Following the flag, the goods into which metal enters as a basis of them belongs to the Hardware trade. I believe that we have got into that rut where we concede to the furniture dealers the sale of stoves, to department stores certain other lines of goods, the crockery houses certain others and the jewelry houses certain other lines. We are making the mistake of our lives at that point. I believe that Mr. Simmons is the best Hardware merchant in the United States, and he has acted on identically opposite of that plan, and anything that makes him a profit and he makes a rich profit because he has never cut out anything that ever was sold in a Hardware store.

Now there is another thing I wish to suggest to you and that is this antique furniture. This is the day of antique furniture and people are hunting all over the country for it. Now we are hunting around like the old fore-runners of the Spanish Invasion in this country for the perennial spring of youth hunting for those things to bring us fabulous wealth when we have them lying around in our own stores. We are imagining that Mr. Simmons has a sort of way of creating profits out of things, and if we could get on to his mode of doing it we would make a fortune too. I don't believe we will make it in that way. I suggest this that the tea scale that costs you 75 cents you can sell for \$2.50 by calling it the Rose of Sharon or some other sort of name.

Another thing, your expenses are too large and you are allowing the small things to get away in that way, by not taking care of the incidental expenses of the house, and the money we take in across the counter is slipping through the cracks in the floor and we absolutely don't know where it is going. If I had a criticism to make of the jobbers it would be that there is slipping through the cracks in the floor, through the back-doors and through careless clerks a great deal of our profits, and it is the little things that are eating away the profits.

THE PRESIDENT: We have with us Mr. J. C. Miller and we would like to hear from him.

MR. MILLER: Gentlemen, it is my experience in the supply, as well as yours in the Hardware business, that the expense of doing business is increasing and gradually the profits are decreasing. As Mr. Donnan says, we cannot blame anybody but ourselves for not getting profits. The manufacturers want to see us make profits. If we simply get together we can maintain prices and make some money and I am working along that line with the supply men. My instructions to my traveling men are not to sell anything that we do not make a profit on and it becomes necessary to give our men the inside information regarded as private, so they know competition when they see it and some of them would give the customers the benefit of it, and the only thing I had to do was to get rid of the man that did it. There are a great many articles that there is no profit in and I have quit handling them. The thing we need is back-bone, the nerve to ask a price and get it.

MR. SANFORD: Mr. President, I had an experience in business this year which has been worth a great deal to me and it may be worth something to you. It is surprising what men can do if they make up their minds to do it. Then there is another thing, we give the retail buyers credit for knowing more than they do.

This last year, owing to the failure of crops, there has been a loss of about \$30,000,000 and conditions were therefore hard in our territory. For the first eight months of our fiscal year our sales fell off and the profits were cut down considerably, so that we suffered a loss, and so I made up my mind that profits could be realized and we made enough money to declare one of the best dividends in the history of our business. I made not only increased sales but increased the prices and increased the profits. I called in the traveling men 'Xmas week and showed them our losses, the expense of the business, and then gave them prices and impressed on them that they must carry out our policy, and so we increased prices all along the line. We have made a profit and if you will follow the same policy you can make profits too.

MR. MOORE: Don't you find, Mr. Sanford, that the cutting of the prices, rather than the increase in your prices, results in the other fellow getting the sales.

MR. SANFORD: Of course we lose some, but we have to do it to maintain the price.

MR. DUNLOP: Mr. Stuart, I would like to hear from you on the expense account proposition.

MR. STUART: There is a question I would like to ask Mr. Sanford. Do you classify your customers at all?

MR. SANFORD: From St. Louis, we usually ascertain St. Louis prices and add the freight.

MR. STUART: I find in my experience it is profitable to check the price of every item sold by the salesmen, and when there are any irregularities at all, I call his attention to it. When they cut the price 10 per cent and they don't hear anything about it, they consider it satisfactory and it is not long before that price is quoted generally. I find it very profitable to call attention to all these things. I think we make too much over our competitors' prices, when possibly it is only an isolated case, but the salesmen pick it up and report it and the house takes it up and almost from the start that price becomes general. I think the jobbers ought to get closer together and work with each other for increase and correct the difference in prices.

PRESIDENT DUNLOP: We will now proceed with the Executive Committee's report.

MR. BARKER: There is some reference made to the Loose Leaf Catalog and that will be reported on later. I move that the resolution as to the size of the sheets and character of the sheets be passed so that our resolution goes before the manufacturers requesting them, as far as possible, to adopt it.

Motion seconded and carried.

There is another matter that should be attended to and that is the question of indefinite rebates. We should put ourselves on record as being opposed to the plan adopted by many manufacturers as to the indefinite rebates.

MR. ESHLEMAN: I move, Mr. Chairman, that that resolution be formulated and forwarded to the manufacturers with request that it be read before the manufacturers.

Motion duly seconded and carried.

MR. BARKER: About the only other recommendation we make is to put another rail in our fence. We have a great many applications from people to join our association, who in their statements show that they have got the capital and men hanging around to do business, that they do so many dollars and cents in business and some times they are located on a narrow-gauge road or on a new road, and sometimes we have trouble in finding them on the maps and the recommendation is that we amend Section 2, Article 3 by adding: "Located in recognized jobbing centers."

It was moved, seconded and carried that the change be made in the constitution and by-laws as recommended.

It was moved, seconded and carried that the report of the Executive Committee be adopted as a whole.

THE PRESIDENT: I would suggest that we have Mr. Donnan's paper, because it is the intention to have a committee take that also to the Manufacturers' Association while they are in session.

MR. DONNAN: Mr. Chairman, I want to bring up a matter before this association that I have given a great deal of thought to and it not only affects this association but it affects the manufacturers and the United States as a whole, and I think I can best say what I want by reading a letter which I wrote to our president with regard to the same.

"MR. F. B. DUNLOP, PRES.,

FORT SMITH, ARK.

DEAR MR. DUNLOP:

Knowing you to be broad-gauged in every respect and feeling that you, through our Executive Committee, will be willing to co-operate in any movement looking to the interests not only of our Association, but to our country at large, I wish to lay the following matter before you:

For several years the railroad systems have given to the shippers of this country, both jobbers and manufacturers, the most miserable service. In our city we have complaint after complaint from our customers of slow delivery, and we are compelled in a large proportion of the shipments we make to have our goods traced to delivery. While they claim to give us a schedule of 250 miles per day on their through freights, almost daily instances can be produced in which they make a schedule of from two miles to one quarter of a mile an hour. If the business of the jobbing and manufacturing trade of this country was confined to the limits of their own States, our corporation commission could rectify same; but, as you well know, ninety-five per cent of our business is interstate, and, therefore our corporation commissions are as worthless to us on the larger proportion of our business as a lot of jay-birds sitting in convention in Alaska. When we approach the railroads, asking that they help us in some way, we are told month in and month out, year in and year out, that their roads are congested with freight, traffic-blocked, and that they are double tracking their lines and give us in

every instance some such frivolous excuse; consequently, each of us, as jobbers and manufacturers, and the individual chambers of commerce of our respective cities have no more effect upon them than water upon a duck's back.

To my mind the time has now arrived when the merchants and manufacturers of this country should rise in their might and endeavor to do something that will result in remedial measures. The most effective manner in which to meet an immovable body is with an irresistible one—the railroads are the immovable and Congress the irresistible—and I submit to you the following:

Do you not think that it would be a wise measure for our association to adopt, asking that each member of our association which covers every State in the South, will write to their senators and representatives, stating the conditions that exist and that we ask to co-operate with us the chambers of commerce in every city represented by our association? Not only this, but that we ask the Secretary of the National Hardware Association to make a similar request of that body, and that we also ask the co-operation of the American Hardware Manufacturers' Association, who will be in session with us.

The Hardware jobbing trade of America and the Hardware manufacturers of America are shippers of the largest tonnage of this country, and we should be able to have great weight in influencing our senators and representatives in Congress to co-operate with us in remedying the above-mentioned evils, and especially so if we can secure the co-operation of the other associations of this country, and I would suggest a measure of this kind passed through Congress and appended to the rate bill when it is perfected, as follows:



W. L. SANFORD,
Of Catalogue House Committee.

It is well known that the railroads of this country advertise an average schedule of 250 miles per day on their through rates. As jobbers and manufacturers we would be willing for them to make 150 miles per day and be perfectly satisfied if they gave us such service, but in the event of their not making a schedule of 150 miles per day, my idea is that we try to get Congress to penalize every railroad of this country five per cent. per day wherever the 150-mile schedule is not maintained. In the event that a shipment is made to or for us of say 600 miles at the end of the fourth day their time limit would be up, and on the fifth day they are penalized 5 per cent. on the amount of freight charged, the sixth day 10 per cent., the seventh day 15 per cent., the eighth day 20 per cent., and so on until our goods are delivered to us. If such a law could be added to the present rate bill, the merchants and manufacturers would have some recourse by which to have their evils redressed, whereas, as it now stands, they have none. In the writer's humble opinion unless some such measure is appended to the rate bill and that soon, and the railroads of this country are, in the future, allowed to continue to treat its shippers in the manner in which they have been doing, for fully three years past, the time is not far distant, when, if a vote of the shippers of this country was taken, rather than stand the injustice to which they have been subjected, fully 75 per cent. of the most conservative merchants and manufacturers of America would cheerfully vote for governmental control of railroads.

MR. DONNAN thereupon offered the following resolution and suggested that the same be brought before the manufacturers' association.

WHEREAS, It is well within the knowledge of this association that the railroads as a rule, throughout the country, do not give deliveries or shipments commensurate in time with the remuneration they collect for handling such shipments; and

WHEREAS, This state of affairs has continued for a great number of years to the injury of the business interests of both shipper and consignees; and

WHEREAS, The present conditions in this matter are worse than ever before and we see no prospect of immediate or future improvement of this intolerable situation; therefore, be it

Resolved, That this association pledges itself, at a time to be decided on, to advocate and forward by all lawful means within its power the enactment by the Congress of the United States of an act to empower the Interstate Commerce Commission to issue a rule to all railroads requiring a time limit on all Interstate shipments conforming to length of haul and with a percentage of discount on freight bill payable to consignee for each 24 hours' delay beyond the daily movement prescribed by the commission.

It was moved and seconded that the resolution be adopted and that a committee of three be appointed to appear before the manufacturers' association with the request that they give it their endorsement and that this committee appear before that association while they are here in session, so it will get the benefit of both organizations.

The motion was carried unanimously.

The president appointed the following committee to meet with the manufacturers and prepare such resolution as was suggested by Mr. Donnan:

Messrs. John Donnan, George E. King and J. B. Yerkes.

PRESIDENT DUNLOP: I would like to announce committees: Finance Committee—J. D. Moore, Charles H. Ireland and Bruce Keener. Resolutions Committee—Fred. Fox, J. E. Keyser, C. B. Hancock. Nominating Committee—Messrs. Ewing, Sanford and King.

Whereupon a recess was taken until 2 P. M., at which time a joint session was to be held with the American Hardware Manufacturers' Association.

AFTERNOON JOINT SESSION,
Wednesday, June 13.

The conventions of both associations met in joint session at 3:45 p. m., with vice-president Asbury of the Manufacturers' Association in the Chair. He opened the proceedings by calling the attention of the delegates to the lateness of the hour and expressing his regret that the souvenir attractions had probably delayed the opening of the meeting.

Mr. Ireland offered the following resolutions:

RESOLVED, That it is the request of both the jobbers and the manufacturers that in future no souvenirs be distributed by any one until the last day of the convention, and that on that day, one hour be given, say at 3 o'clock, at which time this was to be set aside for this most desirable and serious purpose. Most respectfully submitted.

The resolution was seconded and unanimously adopted.

THE CHAIRMAN: We will now hear from W. W. Webber of Fort Smith, Ark., who will read a paper on the subject.

"THE EFFECTS OF QUALITY DIFFERENTIALS."

I confess I approach this subject with long teeth and ere I am done, may dig up more snakes than I can conveniently kill in the time allotted, but I am conscious of the correctness of my position and am not afraid that even my most radical opponent here to-day will accuse me of chasing an "Aurora Borealis." The term "Quantity Differentials," and the effect of same for the purpose of this argument means the making by a manufacturer of low price to a large buyer, and a price that is higher on the identical goods to a smaller buyer.

WHEN EACH ONE BUYING MUST COMPETE IN THE SAME TERRITORY for the same trade. That this is true and has been true from time immemorial cannot be successfully denied, but the fact that it has obtained is no argument in defense of it and does not prove that the practice is right or that it is good business.

At the time each manufacturer was operating his plant independently of all others in the same line of business it was possible for the small or medium buyer to get concessions that would put him in line, but in this day of consolidations or Gentlemen's Agreements, or pooling where there is a fixed and fast price, and the trade is parcelled out and assigned to A, B and C, lists with a 5 or 10 per cent. differential prevailing between each—the man whose business does not warrant the purchase of the first or second quantity is handicapped to the extent of the differential, and just so long as this practice prevails, just that long

will the manufacturers' product be distributed in an unnatural and unequal way. I do not believe there is a manufacturer here to-day who will controvert this statement.

This is an age of quick transportation and a time when

A BUYER IS NOT CONFINED TO ANY PARTICULAR MARKET.

If "B" makes a price on an article that is not satisfactory to the buyer, he interviews "A" and if the latter has the former bested in buying he has him on the hip in selling, and the result is "A" gets the business at a margin whereas if "B" takes it at the competitive price he has lost money—and he must take it or keep his goods because "A" has set the pace. This is not confined to one or two items in a man's business, but on the contrary has grown limitless in its ramifications until it affects our entire line.

I have always been led to believe that it was my duty to foster and encourage a customer—to build him up and help him to expand to the end that he may be useful to me, that I may use him to make money for myself while he makes money for himself—that it is a foolish and mistaken policy to load him to the gunwales with an item that I know he cannot sell profitably in competition with his neighbor, and of course I do know because I am master of the situation, and when I thus make fish of one and fowl of the other and expect both to be useful to me disappointment awaits me around the corner. We only ask that we be put on an equitable basis—that if differentials must be made they should not be so glaring and unequal as to amount prac-



W. W. WEBBER,
Of Executive Committee.

tically to a prohibition. You can never hope to have an even distribution of your business and numberless loyal and satisfied customers when with this knowledge aforethought.

YOU DELIBERATELY EQUIP ONE MAN TO ANNIHILATE ANOTHER.

It is one of the impossible things in business.

Those to whom you give the hot end of the poker will never remember you very kindly, and to those to whom you give an inside, put on the ground so to speak, always have a sneaking idea that some other fellow is in the cellar. That is human nature to a hair. Whenever you place a customer at a disadvantage you must know that in so far as your line is concerned he cannot make a success of it—that if he sells your goods at all it must be done at a niggardly margin or no margin at all and that eventually he must cease to be useful to you. Were he to give you an order for enough goods to command the inside, you would remark that he needed a guardian and then and there advise your credit man to keep a weather eye on him—and yet

YOU PLACE TEMPTATIONS BEFORE US EVERY DAY,

knowing that if we take the small amount at the long price we are destined to unload at no margin, and if we take the greater quantity to get the short price we have water on the brain.

We are not croakers, but we do insist that we should not be expected to accomplish the impossible, you must not expect us to get \$1 for an item that can be bought for ninety cents, especially when the item is one of your own make and this difference in price made possible by you. If all your customers had the same buying and distributing capacity this question would never rise or if it did would solve itself. There is no necessity

for specialization or the calling of names, but there are seated here to-day manufacturers who know that my allegations are true though their deductions may not be the same as mine and I would not have them infer that we are making a demand—but only an effort to demonstrate to you that

UNDER THE PRESENT CONDITIONS YOUR POLICY IS WRONG, and as proof of this we cite that on any item where there is free and open competition with no strings tied to it in the way of classified lists the business is done by those who are favorably located in the matter of freight rates; but on all items the sale of which is manipulated by a joint agreement of those producing them and where the quantity governs the price you find a different state of affairs. I concede that there may be conditions under which a quantity price must be made by a manufacturer. One would be where he has produced too much, or the consumption has not reached the proportions he figured on and he must unload to lighten his burden, but where a manufacturer has a steady and even demand for his product and his output is controlled by years of experience in his line such a condition is rarely seen, and in naming his selling price it occurs to me that wisdom would dictate that he make it possible for all who handle his product to make a reasonable margin.

There are jobbers before me to-day to whom some Hardware items are absolutely distasteful and they are striving with might and main to eliminate them from stock, and while the manufacturer, whose goods come under this ban may be strongly entrenched and hard to oust, the time will surely come when he will feel the effects. The constant dripping of water will wear away the hardest stone.

THE CHAIRMAN: I feel perfectly justified in saying that the manufacturers, I believe, will recognize this as a very important subject and I would be very glad, indeed, to hear from any of you on the floor.

MR. GARLAND was called on for remarks. He said in part: I am very happy to say in our line of goods at the present time we have the same price to all jobbers, that is on account of the peculiar conditions governing; at the same time it seems to me that this is a very important subject, and it is very hard to get manufacturers to make the same price on any quantity, whether it be to the jobber or to the consumer. It seems to me that the laws of trade are not in favor of such a move. When a manufacturer buys raw material he usually gets a lower price on a thousand ton quantity than a man who purchases but 50 tons. The speaker referred to the natural tendency of manufacturers to sell in bulk where it was possible to avoid numerous credits and added expense occasioned by sales in small quantities.



ROBERT GARLAND,
Chairman of Executive Committee.

At the close of Mr. Garland's remarks, the chairman called up the subject, "Uniform Freight Classification" for general discussion. He said an attempt had been made to get some large railroad man—a man with large railroad interests—to attend the afternoon meeting for the purpose of giving the delegates of both associations at first hands the position of the railroads, but they had not been successful in securing the attendance of the proper party.

Mr. J. C. Schmidt, of the Manufacturers' Association, suggested that if anything was done in regard to uniform freight classification that the Manufacturers' Association and the Southern Hardware Jobbers' Association should get together in proper committees and consider the subject. Mr. Schmidt said he would like to hear from the Southern Jobbers on the subject of differentials, so the committee of their Association could have an idea what the wishes of the Southern Jobbers were on the subject.

MR. MOORE: I have been discussing the subject with the other Jobbers. My idea is that we would like to have a good differential between carload and less than carload, and in that way it would help the jobbers to get a little better profit.

MR. SANFORD, of Texas: Mr. President, the freight question



J. D. MOORE,
Of Advisory Board.

is not a pleasant one for us in Texas. We have spent more time working on freight matters than we have in buying goods. As I had occasion to say this morning, and I repeat, that the life of the Texas jobber depends upon the differential between carload and less than carload shipments and as that differential is decreased or increased, so is our prosperity increased or decreased. We never go to the railroad people and ask that they increase the differential by advancing the less than carload rates, because by so doing we would antagonize the retail dealers, but we are eternally hammering for lower rates on carload shipments and in so doing we enlist the interest and co-operation of the retail trade as well. So, from our standpoint, we would ask the gentlemen to use their influence for the widening rather than the narrowing of the differential between the carload and less than carload shipments.

MR. MOORE: The Southern Jobbers would be very glad to see a uniform classification throughout the country. It would simplify matters very much.

MR. POND of the Nicholson File Company: It would seem to me wise for your committee, or a joint committee, or somebody to consider the matter relating to the rates.

THE CHAIRMAN: I would suggest that the two committees confer together before leaving Hot Springs, with the hope of drawing a resolution which can be introduced into the Executive sessions of the respective associations of the Manufacturers and Jobbers.

Gov. GOODELL said he was in favor of rate legislation by Congress. He said it seemed to him a sort of patchwork for us to attempt to secure better rates upon this railroad and upon that and attempt to get the whole thing accomplished. He said he believed if a proper rate bill was framed upon the principle of a square deal that the classifications would be made all right.

JOHN DONNAN, of Richmond, addressed the meeting and read a letter which he had sent to Mr. Dunlop, President of the Jobbers' Association, on the subject of freight rates and delays of goods in transit. This was the same letter which had been read by him at the jobbers' meeting in the morning. He also read a copy of the resolution which had been adopted by the Jobbers at their last session on the subject.

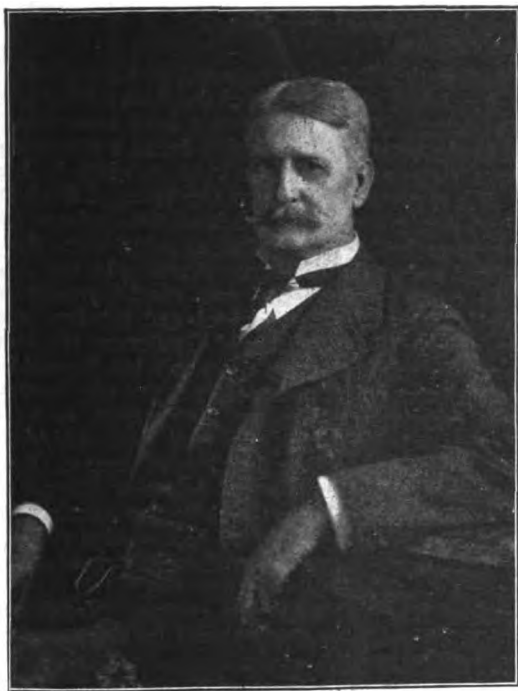
BANQUET.

The banquet of the two Associations was given as a joint function on Wednesday evening, June 13. Julius C. Birge officiated as toastmaster, a position for which he was well qualified. He was introduced by N. A. Gladding in his happiest manner, when Mr. Birge delivered the following words of welcome.

ADDRESS OF J. C. BIRGE.

Ladies and Gentlemen:—The graceful and highly flattering introduction of your chairman makes it clear to me, at least how he secured a good life partner. He is able to speak very comforting words and if part of what he said were true I might hire out to become a Governor.

Now, my friends, with a view if possible to give the keynote to the spirit of this occasion, I would request that you all rise and sing Auld Lang Syne.



J. C. BIRGE.

It is clearly the plan of our committee that this occasion shall be a social diversion and not a business session. Possibly not all folly—certainly not all Hardware. I have just discovered on the program that, without previous information, I am to welcome somebody or something, possibly the Spring time. You were given three hearty addresses of welcome yesterday and one very much needed prayer, recommending that the healing waters here should become your chief beverage. One or two of the officers whose names follow mine are doubtless responsible for this appointment. Mark Twain on being asked his opinion of the future places of reward and punishment replied that for personal reasons he would not like to do so, because he had friends in both places. I think, or at least, hope I have friends in both, those gentlemen, which fact would make it indelicate for me to express my opinion concerning the placing of my name on the program. As is true that one would make himself conspicuous if his legs were longer than necessary to reach from his body down to the ground, so on the same theory I imagine that, unless a toastmaster desires to make himself especially conspicuous his introductory remarks need be no longer than are necessary to reach from his head up to the next speaker.

Now, were more verbiage desired I assure you that I could, on opening up my cold storage, find two or three old frozen jokes which, if they were thawed out and labeled, "1906," could be served as the potted meats are proposed to be served by the investigated packers, with a date as an assurance of freshness, but the few jokes which I have and keep in reserve would not need to be treated with chemicals. It is gratifying that competitors in business who are understood to be fighting each other on their home fields will sit together as friends and brothers. Yes, Cain and Abel and also I believe Jacob and Esau were brothers and I presume that Jacob is still abroad in the land ready to exchange a mess of pottage for a patent right or possibly to accept a railroad pass or rebate. We understand, of course, that there is no gentlemen in this audience who ever have been guilty of accepting any railroad courtesies of that character and it is evident from the vigorous expressions of our law makers and the press that they also are absolutely innocent. But when a

great conflagration swept over Chicago in the North and Baltimore in the South, when destructive floods deluged Johnstown and Galveston, when the mighty earthquake upheaved Charleston in the East and San Francisco in the West the merchants and manufacturers were the first to come to their relief.

I am informed that one Sacramento Hardware merchant recently transferred one-half his entire stock of merchandise to his competitors in San Francisco at the sacrifice of his own prestige and profit.

While idle millionaires sailed their princely yachts along the shores of the Mediterranean that they might feast their eyes on ruined cities at the foot of Vesuvius apparently unmindful of the personal suffering, the busy men at home were sending aid. The merchants and manufacturers of America as competitors are holy terrors but in every other department of life they are the most brotherly people on the face of the globe.

It therefore seems eminently proper that we hear from the heads of the two leading organizations present at this convention and it is my pleasure first to call upon F. B. Dunlop, of Arkansas, the President of the Southern Hardware Jobbers' Association. He needs no introduction to this audience.

President Dunlop responded felicitously in the following characteristic manner:

PRESIDENT DUNLOP'S ADDRESS.

He spoke as follows:

Mr. Toastmaster, Ladies and Gentlemen: I believe it was Socrates who said that "he is a wise man who knoweth himself." Measured by such a standard, I can, for once, claim to be possessed of some little wisdom, for I am most fully convinced that I am in no way related to Chauncey M. Depew, and in this connection I am reminded of a news item I noticed in a paper not long since informing the reader that Mr. Simkins had fallen out of a carriage and broken his neck, but received no further damage. I apprehend that after I shall have finished this address you will have received no further damage than my speech, the probabilities being that it will prove fatal.

Commerce has ever been the hand maiden of progress, both as it affected that state in shaping its destiny and as it effected the individual in furnishing an inducement to expend his energy in channels that would bring blessings to mankind, thereby developing in himself the higher and better elements of his nature. Men who take but a cursory view of history are apt to contend that the civilization and progress of the nineteenth century is due alone to the accomplishments of great generals, illustrious men of letter, investigators into the mysteries of science and the fiery eloquence of a Luthe, a Calvin or a Knox. No question but what they contributed to it, but throughout the time, as statesmen, poets, generals, preachers and scholars, have been struggling toward the better light, there has been a class of men who with silent energy have contributed inestimably to all that has made nations great and mankind better. I speak of the manufacturers.

I am glad to have the privilege of being with you to night and glad of the opportunity of bringing to you a message of peace, good will and brotherly love from the South. While the prime object of the organization of which I have the honor to be President is to promote the financial welfare of its members, yet in endeavoring to better our financial condition, we have not been unmindful of other obligations. While our association is sectional as pertains to its membership, yet we endeavor to disseminate patriotic sentiment and to promote the growth of a peaceful, loving American brotherhood, through which shall run no such geographical mark as "Mason and Dixon's Line."

I am confident that there is not a member of the Southern Hardware Jobbers' Association who will not support me in saying that we stand for National unity and American brotherhood; that we will cherish what is good and great in the history of every section of our common country; that we will claim as our common heritage the noble virtues and illustrious deeds of our great men whether they lived in Ohio or Virginia, in Massachusetts or South Carolina or whether in the late Civil strife they wore the Blue or the Gray. Grant and Lee, Sherman and Jackson, Hancock and Stuart, on both sides generals of unblemished character, belong to no section but to the whole country. They are "immortal names that were not born to die" and their fame is the common heritage of us all.

We will bind the laurel to American manhood wherever we find it and catch from it an inspiration for higher achievements in our country's service, for when the last American soldier has folded his arms to "sleep the sleep that knoweth no waking" and has been lovingly laid to rest in a patriotic grave, yea, when generation after generation shall have come and gone, Southern and Northern poets will sing their praises in historic song and Northern and Southern historians will faithfully portray and proudly point to the matchless bravery of the American soldier as one of the proudest monuments of our country's glory.

The adversities of the South have stirred her manhood, stimulated her energies and prepared her to work out for herself and posterity a far greater and more fruitful career than she ever attained when the tide of her fortunes ran at its flood. She takes no step backwards, she turns no wheel of revolution, but under the Stars and Stripes and to the music of Hail Columbia she touches elbows with all brother Americans in their glorious onward march of peace, progress and prosperity.

The rainbow of hope for the future has risen auspiciously and painted the skies of the years to come with a destiny for our fair Southland, pregnant with opportunities which shall ripen into the fulfillment of our fondest dreams. The violets still bloom in the depths of her valleys, while the starse sit each upon his ruby throne and watch with sleepless eye a golden land of beauty and sunshine from which even in the disruption of southern institutions the old romance has never departed. Why should the cypress droop across the path of hope, or mourning mark the memorial of a dead cause from which has sprung deathless glory and strong, new purposes, destined to live on forever to splendid results.

We are bonded together as never before in the common bonds of union, loyalty, fraternal love and civil liberty and after a third of a century of peace and prosperity we are kneeling side by side at the altar of a re-united faith.

C. W. Asbury was down on the programme for his share in the oratorical honors, which he repaid as follows:

MR. ASBURY'S SPEECH.

Mr. Toastmaster, Ladies and Gentlemen: I know it is quite the ordinary thing for those who are not fitted for after dinner speaking to express surprise at being called upon. I, therefore, follow the custom. When I accepted the nomination for Vice-President of the American Hardware Association, I thought I could take a long chance, especially as the gentlemen who was unanimously elected President was addicted to golf and could reasonably be expected to survive his term of office. How poorly we sometimes calculate is now demonstrated. Speaking of vice-presidents, I am going to relate a true story of the visit of two gentlemen who occupied that office in different corporations at Pittsburgh. They came from a little city in New Britain and as is quite the common thing, finding themselves in Pittsburgh short, they concluded to call upon a manufacturer whom they knew to be long, and introduced themselves, with an idea of a slight touch. They went to his residence and were ushered into the drawing room by the butler, and when the gentleman came in, they introduced themselves as Vice-Presidents of their respective corporations. He went to the foot of the stairs and called to his wife, "Jane, hurry up, there are two presidents to see you." He came back and they corrected him by again saying they were Vice-Presidents of their respective companies. He went to the foot of the stairs and called "Jane, you needn't hurry. They are only vice-presidents."

It sometimes happens that thoughts are very poorly expressed and upon this facility of expression I am again reminded of a conversation I heard in another great Hardware center, Reading, Penn. As you all know the early settlers of my State came largely from Europe and settled largely in clans, the Scotch-Irish going to the western part of the state and from them has developed the great captains of industry with whom we are all familiar. The quakers took possession of that corner of the state in which my own city is located. From them is sprung simple solid stability, a certain disposition which is greatly admired in some sections. The Germans were shrewd enough to take possession of the fertile valleys in Lebanon, Schoolkill and Burke counties and they stick to the other customs of east and the west being a composite of thrift and energy. And the youth have some times adopted it to use with the English. It was such a conversation I heard. When the train stopped at Reading one of these Germans got on the car, took one of the few vacant seats. He suddenly remembered that he had forgotten an affectionate farewell and went to the platform. When the train started he returned to find that another German had taken possession of the coveted seat. He looked at him a few seconds and said:

"Vell, if a fellow was gone and comes back, is he gone?" The other replied:

"Vell he was, but he aint."

During our stay here, there has been some differences of opinion among some of us and there probably will be differences later, but to-night, gentlemen, we join in a feast of love and high appreciation and hopefulness of coming similar occasions. Upon the subject of hope I know that many of you have read in the trade press a motto adopted by Hardwaremen in San Francisco, but for the benefit of those who have not heard it, with your indulgence, I will read it.

Keep a-going, if you strike a thorn or rose,

Keep a-going.

If it hails or if it snows,

Keep a-going.

'Taint no use to sit and whine, when the fish ain't on your line,

Bait your hook and keep a-trying,

Keep a-going.

When cold weather kills your crops,

Keep a-going.

When you tumble from the top,

Keep a-going.

Suppose you are out of every dime, getting broke aint any crime,

Tell the world you're feeling fine,

Keep a-going.

If a fakir predicts a 'quake or if mother earth does shake,

Keep a-going.

'Taint no use to whine and cry,

Keep a-going.

I fully realize that little was expected of me and this is emphasized when I look at the names of the distinguished gentlemen who are to follow. It would probably have been wiser had I responded in the same way in which I heard a governor of one of our great states respond to a toast to which he had been assigned. His response in full was: Gentlemen, I thank you, my position here reminds me very much of the engineer who had designed a great bridge. He rather expected when the bridge was completed and at the dedication exercises he would be called upon to make a speech and was careful enough to prepare himself. When the day arrived and his turn came, he opened up very boldly, "Ladies and Gentlemen, the spot upon which we now stand, forty years ago was a howling wilderness." Having reached that point he seemed to forget why he was there. He thought exercise would renew his memory, so he started again, "Ladies and Gentlemen, the spot upon which we now stand, forty years ago was a howling wilderness. I wish to heavens it was now." But it would be unfair for me to leave you with such an impression as such is not sincerely my wish except so far as my appearance on this platform. I do most sincerely wish that we may have the pleasure of many such occasions and the privilege of meeting you all.

Ex-Governor Hoard of Wisconsin made an address on "Definitions," which was thoroughly enjoyed by those present, who were edified by his sensible views.

Ex-Governor Benton McMillan of Tennessee made a rattling address, rightfully named as "Recollections of Twenty Years in Congress," and they were reminiscent to the fullest extent. He kept the audience in good humor while rehearsing the many incidents in which he took part, so all regretted when he had concluded.

The subject of "Enterprise and Comradeship" was left for Rev. Willard Scott, D. D., of Worcester, Mass., to enlarge upon. which he did in such humorously effective manner that his many witticisms kept them all so full of mirth with the stories he told he was voted by all, "A fellow of infinite jest and most excellent fancy."

THURSDAY MORNING SESSION, JUNE 14.

The convention was called to order in executive session at 10 o'clock. The proceedings opened with report of committees.

The Press Committee made its report.

John Donnan of the Cast Plow Committee reported.

The report of the Steel Plow Committee was received.

James H. Kennedy, Editor of the *Hardware Dealers Magazine*, then addressed the convention on

THE BEST BUSINESS IN THE WORLD.

Mr. President, Ladies and Gentlemen of the Hardware Trade of America:

The theme which has been selected by your committee for a very brief discussion at this hour, recalls to mind an aged clergyman who chose for his text the one word "Woman"—a subject about which, experimentally, the average minister knows very little.

Looking over his congregation he said, impressively, "There is but one perfect woman in this world," and then after a long pause he added, "and every man in this congregation believes that he has her."

Thus should it be in the hour of one's life. No man can be said to be perfectly fitted into his business or professional environment, unless he believes with all his soul, and mind, and prejudices, that this business, or profession, is for him the very best in the world.

There are men who succeed when they do not love the occupation in which they are engaged. There are men, possibly, who can be happy even though they do not love their wives, but in both cases they are compelled to replace enthusiasm with a very

large amount of hard work, and in the case of the husband, to use a great deal of diplomacy.

There is everything in this choice of life's occupation in getting a good start that is good because it is the right start. Few men there are who, when once upon a specified plane of endeavor, are permitted to leave off and begin again; to have a second start, no matter how so much it may be desirable.

They tell of an Irishman who was shown an old house by the roadside, and told that it was haunted. That the owner would be glad to give it to the man who would remain in it for one night.

"Sure and that's my chance," said Pat, as he started to find the owner and the key.

He locked himself in and went directly to bed, and being of an even temperament, in ten minutes was fast asleep. At midnight he was awakened by groans, and the rattling of chains and on looking up, he saw a ghost sitting on the rail at the foot of his bed.

Pat captured his clothes as he went, took the stairs at one leap and flew down the highway like a Mercury with triple wings. After a run of a mile, he dropped on a log and gasped for breath. He heard a hollow cough near him and there on the other end of the log sat the ghost.

"That was a great run we had," he said.

"You're right," gasped Pat, "and as soon as I get me breath, we will have another one."

There are some men who begin life in a field of labor that does not provide in every sense of the word the fullest opportunity for the best use of their powers and for their personal happiness in that occupation, who are able oftentimes, by severe exercise of courage and self will, to lay aside an opportunity that may seem profitable, and devote themselves to that line of work for which they have discovered their fitness. Like Pat, they wait for the coming of that which the athletes call their second wind, and in the long run are quite certain to outdistance the ghost in their race upon the highway of life.

While the college graduate, whose course of study has been long enough in the formative period of his life, for his ideas to mature and for the discovery of the bent of his talents, is in the main able to select a future environment of business or profession suited to his tastes and talents, no such happy condition is offered to the average boy, who leaves the high school, or more often the grammar school, and begins immediately upon the serious business of life; the youth who answers your advertisement "A Boy Wanted," and begins at the bottom of your ladder at from five to six dollars per week.

He has reached the age where but one idea is impressed upon him—that he must find something to do; in too many cases prematurely impelled forward by the knowledge that the little he can earn will be a welcome addition to the family purse.

What means has he for discovering that one ideal situation for which nature intended him, and how could he be expected to recognize it, in his immature boyhood? Once in a thousand times he may fall into it; once in a hundred, may he come near to it; many a time he misses it altogether.

His choice of an occupation is in the most cases one of blind chance only. He sets forth to secure a position. The first place upon which he stumbles may be the means of determining his future. A law office is in need of a boy, and he becomes a lawyer when he should be herding steers in Texas. A drug store engages him. He becomes a druggist, when he should be drawing plans for cathedrals, or building bridges across the gorges of the Rockies. He is set to selling shoes, and sells them until he handles his last last, when he should have been in the pulpit, saving souls and discoursing against the sins of a godless generation. He goes into the Hardware business, when he by right should have gone into politics, and won his way to the more than imperial honor of the Presidency of the United States. Or he edits a trade journal when he ought to have been on the highways pounding sand.

There may be no practical method by which this state of affairs can be remedied. In an ideal state of society—in that time when there are no catalogue houses, and but one jobber to a State—a plan will be formed by which each young man will be set at first in the one groove intended for him, and be able to pursue that which for him has become the best business in the world. The manual training schools are a step in the right direction. The parents could aid greatly were they willing to study their children as they do the market reports, or the fashion plates. The teacher who knows his children can give much good advice. The employer can render valuable aid if he looks upon each young boy committed to his care, as a trust imposed upon him, and seeks to learn for what he is best fitted, and aids him in his best natural development.

There is an old saying that the child is father to the man, and students of social economics have gone so far as to declare

that the pictures made by a school boy will indicate the bent of his mind in his years of future development.

Thus the boy who makes skeletons upon his slate will undoubtedly be a doctor. If he draws crooked lines and indicates diagrams that begin somewhere and eventually go nowhere, he will in all likelihood become a lawyer.

If he is happy drawing pictures of Hades and the worm that dieth not, he will undoubtedly become a minister. If he is continually making dollar marks, he will in all probability develop into a Hardwareman, although there are many members of the profession who declare that they have not made a dollar in the last five years.

Still the making of money is not all there is, even in business life. They tell a story of a prominent banker in a small New England town who became rich by methods of close economy and the appropriation of as much of the local wealth lying around loose as he could get his hands on.

This successful financier eventually went the way of all earth, and his loving widow erected above his grave a handsome monument upon which were chiseled these simple and expressive words "He did his best."

But this tribute of love to departed worth was not regarded by the community as complete, until some other person appeared with a pencil and wrote under those touching words, "He did his best," the one word, "friend."

I do not believe there is any line of business, or any vocation pursued by man where there is greater love for the work by those who are engaged in it, or a higher respect for its possibilities, its honor, its solid qualifications, than can be found in the Hardware trade.

There are reasons why those who make and sell Hardware are justified in this loyal and affectionate regard. It is a clean and respectable occupation. It does not lend itself readily to trusts, as was discovered some time ago by a number of estimable gentlemen who sought to gather the jobbing trade under one great canopy of allied and prosperous usefulness. It has never yet been investigated by congressional committees, nor do foreign nations set up bars and special restrictions against its products, as they have in the case of the Great American Hog and other American commodities.

It has never been charged like a certain trust connected with the oil trade with having employed methods of competition that lie loosely between the petty larceny of the sneak thief and the brass knuckles of a highwayman. Nor has it been charged with killing animals already dead and long since prepared for oblivion, and in sending forth rotten products in tin cans for the depletion of mankind, and for an extension of the emoluments of the doctor's trade.

It is not only clean and respectable, but it requires for its best development, a class of men who are above the average of education and intelligence. The training it requires before one can master the intricacies of its many ramifications, is one of severity and continuous application. Any boy can learn the art of drawing molasses from a barrel, or of measuring sugar into the scales without letting the sand fall on the floor; but it takes a long course of application to know all about tools in their endless variety; about the thousand and one things that make up a Hardware stock; about the manner in which goods are made, so that they can be described intelligently; and the way in which they are used, so that the purchaser can secure the best possible benefits from his purchase.

The Hardware business is one of the best in the world because of the small proportion of failures recorded against it. It requires not only brains and experience, but capital. It is a business to which men become attached, and over which they grow enthusiastic after they have so far mastered it, as to appreciate the high and honorable position that it occupies in the world of trade.

It is thoroughly American in its personnel and tendencies. In the grocery trade, in the fruit trade, and especially in the ready-made clothing trade certain of our friends who are of foreign descent, predominate to a large degree. But in nine cases out of ten, the American Hardwareman is of native birth, as was his father and his grandfather.

It is no reflection on our adopted friends from across the waters, that they should not have seized upon the Hardware trade and made it their own. The fact that they have not, is an indication that this business beyond all others, is one of heredity and descent, and that the Hardware millionaire who rides about the streets of our cities in his automobile, can look back with pride to a grandfather who made his goods in a dingy little shop in the backyard, and sold them from door to door, in a new and most successful competition against the foreign-made Hardware of that earlier day.

I do not know of any special reason why these things should be said to you gentlemen here to-day; in fact I have heard most of you tell the same story much more eloquently, with greater fervor and with an inborn conviction that nobody would dare

dispute the superiority of the Hardware trade; reminding me of that Congressman in Ohio of whom an admiring constituent said: "Brown is the greatest statesman in the United States."

"What makes you say that?" inquired a by-stander.

"What makes me say it! Why man, even Brown admits it himself."

Not too often can the admonition be urged upon the successful man of business, not only to discover the bent of mind and the latent capabilities of the boys and young men who are in his employ, but also to use the force of his instruction and example in educating them into the belief that the way to make a success of the business is to love it with all their hearts and souls and to devote themselves to it with all the strength of mind and body.

In conclusion, gentlemen of the Hardware trade, let me cite to you, as an example of what this love of one's business leads to in the way of labor and success, the words of Theodore Roosevelt as summing the whole matter up in one phrase.

Said a friend to him, "How is it, Mr. President, that you are able to perform so many gigantic labors of such immense responsibility without breaking down under the strain?"

Instantly and with an emphasis that gave double meaning to his words, this stalwart first American responded:

"Because I like my job."

The Committee on Resolutions made the following report and presented the following resolutions which were unanimously adopted:

RESOLUTIONS.

The Southern Hardware Jobbers' Association, we, your Committee on Resolutions, beg leave to submit the following report:

Resolved, That we extend to F. B. Dunlop, President, and to C. B. Carter, Secretary-Treasurer, and the officers of this association, including the executive committee, our hearty thanks for their faithful services during the past year.

Resolved, That we extend to the Entertainment Committee, through its chairman, Irby Bennett, our sincere thanks for the many pleasurable features provided for the members of this association and its guests, that have contributed so much toward making our leisure moments enjoyable, especially the very delightful banquet from which we emerged a few hours ago.

Resolved, That we cordially thank Henri H. Beers for the fearless and genial manner in which he has met the problems involved in the discharge of duties of sergeant-at-arms of this organization and to commend his zeal in assembling our business sessions.

Resolved, That a hearty vote of thanks be extended to the management of Homestead Hotel, through their gentlemanly host, Fred Sterry of J. McLaughlin and W. H. McLintoe for the efficient manner in which they have provided for our every comfort and to assure them that we carry only pleasant memories of this session of this convention.

Resolved, That we extend to the ladies in attendance upon our convention a hearty vote of thanks and take this occasion to again express our appreciation of the inspiration and sunshine and good influence so gently but so efficiently exercised during the leisure part of our convention.

Resolved, That we most heartily enjoy the very close intercourse and evidences of friendship and good will extended the Southern Hardware Jobbers' Association by the American Hardware Manufacturers' Association, and to assure them of our appreciation and to venture the hope that as these annual conventions come and go that these relations may become stronger and the mutual interest of one to the other may become more apparent to both and express the desire that our relations may be cordial and beneficial.

Resolved, That we express with very great pleasure and thanks for the very excellent addresses delivered by ex-Governor W. D. Hoard and ex-Governor Benton McMillan, and last, but not least, to Rev. Willard Scott at the banquet on last evening and to express the hope that the high ideals held before us by these able gentlemen may be an inspiration to us and make us seek more diligently to attain better things.

Resolved, That we express our thanks to the trade papers which are represented at this convention, recognizing their importance to us we cordially invite them to be present at all of our conventions and solicit their aid and counsel.

Resolved, That on the death during the past year of Edmond Orgill and Col. B. F. Atkinson this association has sustained the loss of two of its most esteemed members, who have now passed to their eternal reward in the fullness of their ripened powers, leaving behind them a rich harvest of labors faithfully done for a long period and sweet memories of their personal virtues and charm for the consolation of those who knew them best to whom this association hereby express its sincere sympathy. Fred Fox, J. E. Keyser, C. B. Hancock, Committee.

C. B. Carter, Chairman of the Catalogue House Committee, read his report, in the course of which he tendered his resignation as Secretary-Treasurer of the Association for the reason that he was about to engage in another occupation. Mr. Moore presented a resolution for adoption on the subject of

CLASSIFICATION OF JOBBING HOUSES

which was as follows:

To the American Hardware Manufacturers' Association:

GENTLEMEN:—Whereas there appears to be a growing tendency in the territory occupied by our association to establish semi-jobbing houses at new and unimportant points, which are not recognized as

jobbing centers and inasmuch as these concerns are not in position to conduct a jobbing business because of limited facilities, therefore be it resolved that we request the manufacturers that before prices to or in any way, quoting said concerns, that they first be advised by this association concerning the same. We proceed with the view that the interest of the jobbers and manufacturers are mutual and they should, therefore, co-operate along these and all lines in order to secure the proper returns for the capital and labor invested, and that each refrain from doing anything that will militate against the interests of the other; therefore, resolved that the Associated Hardware Jobbers' Associations respectfully request the American Hardware Manufacturers' Association when formulating their trade prices for the territory occupied by our association that they invite and respect the decision of this association. J. D. Moore, C. H. Ireland, Bruce Keener, Committee.

On motion the resolution was adopted with the understanding that the same would be immediately presented to the American Hardware Manufacturers' Association for their consideration.

W. L. Sanford, Sherman, Texas, Roberts, Sanford & Taylor Company, next opened the discussion regarding the

BEST METHOD OF POSTING TRAVELING MEN.

Mr. President:

There are two classes of jobbers, and their business methods are largely dissimilar. Those situated in the large cities whose traveling men are handled exclusively by mail, and those located in smaller trade centres whose traveling men report in person to the house every week or two. We belong to the latter class, which, indeed, constitutes the majority of the membership of the Southern Association, and it is to them alone that my remarks are directed.

TRAVELING MEN ARE A TREMENDOUS FACTOR IN THE SUCCESS OF ALL JOBBING HOUSES,

and to underestimate their worth is a grave mistake. In character and ability they are equal to the men of any profession, and in resource and energy they outstrip them all. The unsuccessful soon drop out, while those who fully measure to the standard requirements are men of force, sound judgment and broad business views, who in many instances are superior to the men under whom they work. They receive the best pay of all employees, because they earn it, and when there is an important vacancy in the house, it is generally filled by a man who has served a term on the road. The office man, treading daily the same worn path; performing the same routine of work; surrounded by the same people, and hedged in by the narrow limitations of his little workshop, frequently becomes dwarfed in his views and narrow in judgment, while the traveling man out in the busy world, in constant contact with the representatives of other houses, both in his line and others, meeting people of all kinds and from many sections with their various and novel ideas, mingling with the consumer, the retailer and the railroad, viewing men and measures from a higher point, becomes himself broader every day of his life. And these facts should be ever borne in mind in dealing with him. Many of his mistakes are from lack of information for which his house, and not himself, is responsible. He is susceptible of business education and is anxious for it, and if he is not well informed, it shows that there is something wrong with the system in the house. He occupies a position different from that of any other employee. While the house shapes a general policy and establishes certain rules for his guidance, still the details must be left to him, and away from the house he must exercise his own judgment and meet the ever changing conditions as he finds them. The war office wins or loses the battle. No matter what stock we may carry, how great the size and assortment, nor to what advantage it has been bought, it will stay on the shelves and prove a bad investment if the salesmen cannot bring these advantages in a convincing manner to the attention of the trade. So, I repeat: traveling men are a tremendous factor in the success of all jobbing houses.

IN THE SALE OF GOODS THE POSTED MAN IS ALWAYS THE MASTER OF THE SITUATION.

I found this true in my ten years' experience on the road, as well as in a subsequent and equal experience as buyer and manager of a business. If the buyer knows more of the details of manufacture, of freight rates, and market conditions than the salesman, then the latter is at a decided disadvantage; and the opposite is true, when the situation is reversed. It is also a fact that the best posted salesman, all else being equal, invariably controls a larger business than his competitors. We are all prone to yield our judgment and patronage to those who know more on a subject than we do, and are slow to give a hearing to those whom we think know less. What is true in all other matters is especially true in the purchase and sale of goods. Now, if these statements are correct, and I am sure that no one will challenge them, it follows that the thorough posting of salesmen is a matter of vast importance to a house, and so fully am I entrenched in this belief that I devote more time and thought to this work than to any other part of our business.

Where freight rates play an important part in the purchase and sale of goods, it is the case in the Southwest especially, the

SALESMEN SHOULD BE MADE FAMILIAR WITH BOTH THE DISTRIBUTING AND INTERSTATE RATES AND THE SHIPPING WEIGHT OF GOODS.

The price of an article in Chicago may be twenty-five per cent. less than the local price, but when the transportation charges are added it may be shown that the local price is ten per cent. less. The shrewd and unscrupulous competitor may sell goods for direct shipment from factory, stating that they weigh about so much and take fourth class rate, when in fact they weigh more than stated and take possibly first class rate. Again, the large jobber, possessing greater influence, may underbill the weight of shipments, securing a less than tariff freight for the customer. This is often done, and works a severe injustice on the local jobber. In some cases the shipments are billed so low that the retail merchants get local shipments at a less rate per hundred pounds than the jobber pays on carload shipments. The salesman should be in a position to show up such false statements, and such unfair competition, and by so doing secure the business to which he is entitled by reason of having a lower delivered price. The profit of a local jobber is practically the differential between carload and less than carload rates, and as this difference is diminished, so is his profit. Therefore, the salesman must be a freight man also, and watch that interstate rates be not lowered by the sharp and illegal practices of the larger jobbers.

THE SALESMEN SHOULD BE GIVEN ALL INFORMATION POSSIBLE RELATIVE TO THE MANUFACTURE OF GOODS,

and the methods employed by manufacturers, and used by competitors to cheapen the cost of goods. If his competitor is selling a 45 pound vise stamped 50 pounds, or 7 ounces Wagon Covers stenciled ten ounces, or tinware made of 85 pounds instead of 100 pounds plate; or patent grass snaths labeled patented bush, or stamped instead of drawn steel rakes, or lighter than standard gauge corrugated iron, he should be able to detect and expose the fraud. A large number of local salesmen actually believe that large jobbers manufacture the goods bearing their trade mark; while, as a matter of fact, they are the same goods which their own houses are offering for sale, the only difference being in the paper labels which they bear. Furthermore, many old patents have expired and many imitation goods are being placed upon the markets constantly, and it is very necessary that the salesmen be kept informed on the subject, otherwise, we find him trying to meet with the genuine article the price on the imitation. This can be accomplished by putting before him whatever information the buyer may gain by his visits to factories, or by conversation with their representatives. And here it might be stated, that a buyer can make no better investment of his time and means than by visiting as often as possible the factories from which he buys. He gains information that cannot be obtained in any other way, and this becomes doubly valuable when imparted to his traveling men, and this should be done at every opportunity.

THE SALESMEN OF LOCAL JOBBING HOUSES SHOULD BE GIVEN THE ACTUAL DELIVERED COST OF THE GOODS.

I know that this policy will meet with much opposition, but I would rather rely upon a man's intelligence than upon his ignorance. It is true that a salesman having the correct cost will more often cut the selling price, but it is also true that in many cases he will fail to secure the business by not having the actual cost. It is just as easy to educate a salesman to get 20 per cent. as 12½ per cent. profit, or 30 per cent. as 20 per cent. profit, and when you have educated him to get the profit your business demands, you have accomplished something worth while. You have attained an object that will be of service to the man, and through him a vast benefit to you. Pardon this illustration:

It is a whole lot better and safer to drive a horse with open bridle, having him become accustomed to the cars, than to anchor your safety on the fact that he has on blinds and cannot see the things that might frighten him. It is all in getting a man started right, in getting his sights elevated to the proper height. The salesman gets a big profit on razors, not because he doesn't know the cost, but because he is educated to get it. I believe in appealing to a man's pride, intelligence and ambition, in having him feel that he is a part of the business, and that the success of the business depends upon his effort and judgment; and this is quite true so far as his own territory is concerned. I believe in winning his confidence by freely imposing confidence in him. But, if you find a man that is insensible to such an influence, then it is best to let him go. I believe in sitting down with a salesman and having a frank, informal talk, swapping experiences, exchanging ideas, discussing policies and reviewing conditions, getting his views on plans and prices, and then adopting them if they are better than mine, and they frequently are. After such a conference, he will have learned a great deal, and so will the manager if his mind is not clouded with self-importance and self-assertion.

A SALESMAN THAT CANNOT BE ENTRUSTED WITH ACTUAL COST OF THE GOODS IS NOT WORTHY OF THE PLACE HE FILLS,

and the quicker you get rid of him, the better.

In this paper, I have endeavored to emphasize the matters upon which a salesman should be posted, viz.: Freight rates and classification; shipping weight of goods, manufacture of goods, light weight and imitation goods, cost of goods.

Just what means shall be employed in conveying this information is a matter of individual preference. In our own business, we supply our salesmen with condensed tariff sheets, giving the competitive rates into their territory; we issue weekly change sheets giving the actual delivered cost and selling price, and if the goods on hand have advanced we give both the actual cost, and in parallel columns what the goods would cost to-day. This encourages them to make a profit based on the advance, and at the same time puts them in position to meet competitors who continue selling at the old cost, as many frequently do. We also file in a regular and convenient place for their inspection, all letters that we think will be of interest and benefit to them; and these they usually look over whenever they come to the house. This puts them in a position to talk intelligently to the trade on all subjects relating to the Hardware business. In fact, it educates them, and that is the object toward which we strive.

MR. BARKER: There is one reference in the gentleman's paper that I wish to attack and that is that after an advance he seems to be willing to sell at the same old cost. This is a matter we thrashed out a good many years ago and we differ on that policy very widely. I believe when goods advance the minute we get the information we should advance the prices in effect.

MR. SANFORD: I know that would meet with opposition. I have traveled on the road for ten years myself and we sell goods on the advance, almost invariably.

MR. MOORE: My experience has been that it is not well to have the cost too prominently in men when trying to sell.

J. G. Lyons, of Little Rock, Ark., read a paper on the subject,

"BACKBONE, AN ESSENTIAL ELEMENT."

which referred to certain prices on commodities in the Hardware line and the importance of holding up the price. This subject was discussed at some length. Matters of an executive character connected with the affairs of the association were taken up and discussed.

T. James Fernley, Secretary-Treasurer of the National Hardware Association, addressed the association at some length in reference to matters in which his association and the Southern Association were mutually interested.

The report of the Nominating Committee was called for. Col. Eshleman, of that committee, reported that the committee had been unable to find any better material than was in the present list of officers, and therefore recommended for the election the old officers, as follows:

FOR PRESIDENT—F. B. Dunlop, Fort Smith, Ark

FIRST VICE-PRESIDENT—R. D. Warren, Memphis, Tenn.

SECOND VICE-PRESIDENT—Frank S. Gray, Jacksonville, Fla.

EXECUTIVE COMMITTEE—O. B. Barker, Lynchburg, Va.; Charles H. Ireland, Greensboro, N. C.; Bruce Keener, Knoxville, Tenn.; W. L. Sanford, Sherman, Texas.

On motion the nominees were unanimously elected by a rising vote. The president called on Mr. Barker of the committee on place of next meeting for a report.

Mr. Barker reported that it had been impossible for the committee to reach a decision. He stated that the manufacturers' association had not yet reached a decision as to the next place of meeting and he suggested that the matter be left in the hands of the committee to be taken up at a later day and the members notified. On motion the convention adjourned *sine die*.

Among the jobbers who were in attendance were the following:

O. B. Barker, Lynchburg, Va., Barker-Jennings Hardware Co.; H. S. Perkins, Louisville, Ky., Belknap Hardware & Mfg. Co.; H. H. Beers, Richmond, Va., Sergeant-at-Arms; John Donnan, Richmond, Va., W. L. Donnan Hardware Co.; Charles H. Ireland, Greensboro, N. C., Odell Hardware Co.; Bruce Keener, Knoxville, Tenn., C. M. McClung Co.; W. L. Sanford, Sherman, Texas, Roberts, Sanford & Taylor Co.; F. B. Dunlop, Ft. Smith, Ark., Speer Hardware Co.; C. B. Carter, Knoxville, Tenn., Secretary-Treasurer Southern Hardware Jobbers' Association; C. R. Wright, Vicksburg, Miss., Wright Bros. Hardware Co.; C. G. Wright, Vicksburg, Miss., Wright Bros. Hardware Co.; John M. Graham, Rome, Ga., Griffin Hardware Co.; John Hoen, Baltimore, Md., Henry Keidel & Co.; L. W. New, Philadelphia, Pa., E. K. Tryon, Jr., & Co.; B. F. Eshleman, New Orleans, La., Stauffer, Eshleman & Co.; E. R. Philip, Atlanta, Ga., American Can Co.; J. B. Yerkes, Tampa, Fla., Tampa Hardware Co.; Guy Mitchell, Atlanta, Ga., Beers & Mitchell; W. M. Teague, Jr., Montgomery, Ala., Teague & Sons; W. C. Hollyman, Atlanta, Ga., Beck & Gregg Hardware Co.; K. Dinkins, Atlanta, Ga., Dinkins & Davidson; Clyde L. King, Atlanta, Ga., Atlanta Agricultural Works; T. G. Ewing, Gadsden, Ala., Ewing Hardware Co.; E. H. Vordenbaumen, Shreveport, La.; B. M. Gladding, Memphis, Tenn., E. C. Atkins & Co.; Perry G. Wall, Tampa, Fla., Knight, Wall & Co.; W. W. Webber, Ft. Smith, Ark., Webber-Ayers & Co.; J. Hart Weed, Buffalo, N. Y., Weed & Co.; C. B. Hancock, Bluefield, W. Va., Bluefield Hardware Co.; E. R. Burks, Bluefield, W. Va., Bluefield Hardware Co.; J. D. Moore, Birmingham, Ala., Moore & Handley Hardware Co.; W. J. Fickle, Bristol, Tenn., Virginia-Tennes-

see Hardware Co.; J. D. Mitchell, D & H. Scovill; W. B. Whittaker, Morristown, C. E. Beyer & Co.; A. H. H. Boyd, Roanoke, Va., Roanoke Hardware Co.; George G. Moore, Roanoke, Va., Nelson Hardware Co.; Frank Guldener, New York, Sargent & Co.; A. H. Meyerhoff, New York, Union Metallic Cartridge Co.; I. S. McNeill, Staunton, Va., Worthington Hardware Co.; William E. Perdue, Wilmington, N. C., J. W. Marcheson Co.; Joseph A. Tepeand, New York; W. D. Stewart, Richmond, Va., Richmond Hardware Co.; R. E. V. Farrar, Richmond, Va., Richmond Hardware Co.; C. P. Bowman, Staunton, Va., C. P. Bowman & Bro.; J. S. Bonbright, Philadelphia, Pa., Supplee Hardware Co.; William Alexander, Habana, Knight, Wall & Co.; J. E. Keyser, Bellington, W. Va., Kane-Keyser Hardware Co.; J. W. Williams, Clarksburg, W. Va., The Williams & Davidson Co.; P. W. F. Cournoy, Charleston, W. Va., Charleston Hardware Co.; Samuel H. Groser, New York City, R. K. Carter & Co.; Spencer James, Danville, Va., Piedmont Hardware Co.; W. W. Crandall, Nashville, Tenn., W. W. Crandall & Co.; E. F. Copper, Philadelphia, Pa., Henry Dison & Sons; S. G. Gilfillan, Ironton, Ohio, Belfont Iron Works Co.; Fred Fox, Pine Bluff, Ark.; J. Van Dokkum, Little Rock, Ark., Fones Bros. Hardware Co.; R. D. Carver, Birmingham, Ala., Southern Steel Co.; W. R. L. Iverson, Asheville, N. C., Asheville Hardware Co.; J. C. Miller, Huntington, W. Va., Southern Supply & Machinery Dealers' Association; George E. King, Atlanta, Ga., King Hardware Co.; T. F. Sanford, Mocksville, N. C.

The following ladies were present: Mrs. F. B. Dunlop, Ft. Smith, Ark.; Miss Rhoda Carney, Ft. Smith, Ark.; Mrs. Guy Mitchell, Atlanta, Ga.; Mrs. T. G. Ewing, Gadsden, Ala.; Georgia C. Vordenbaumen, Shreveport, La.; Mrs. B. M. Gladding, Memphis, Tenn.; Mrs. S. G. Gilfillan, Ironton, Ohio; Miss Blanche Fox, Pine Bluff, Ark.; Mrs. George E. King, Atlanta, Ga.; Mrs. M. M. Stokes, Atlanta, Ga.

The following were among those in attendance:

T. W. Gathright, C. E. Jennings & Co.; F. Herbert Smith, Nicholson File Co.; L. W. New, E. K. Tryon, Jr., & Co., Philadelphia; H. P. Chenoweth, Norwalk Lock Co.; Daniel K. Stuckl, White Mountain Freezer Co.; Charles G. Coon, The Corbin Screw Corporation; C. M. King, McKinney Mfg. Co., Greater Pittsburg; Charles H. Parsons, P. & F. Corbin, New Britain; J. H. Keating, American Cutlery Co., Chicago; John G. H. Marvin, The L. & I. J. White Co., Buffalo; J. H. Dillon, Buffalo; H. P. Mack, Mack & Co., Rochester; George H. Harper, National Enameling & Stamping Co., New York; A. R. Sisson, Russell & Erwin Mfg. Co.; C. D. Parsons, P. & F. Corbin; A. C. McKinnle, Stanley Works, New Britain, Conn.; Louis E. Dietz, Boss Washing Machine Co., Cincinnati, Ohio; Edward Dietz, Cincinnati, Ohio; Conrad Dietz, Cincinnati, Ohio; D. H. Goodell, Goodell Co., Antrim, N. H.; R. C. Goodell, Goodell Co., Antrim, N. H.; Daniel Stern, Chicago; F. W. Huggins, New Britain, Conn.; A. J. Teague, Columbus, Ga.; M. A. Cook, Columbus, Ga.; T. B. Hendrickson, Philadelphia, Pa.; W. P. Smith, Mead & Smith; Robert Garland, Garland Nut & Rivet Co., Pittsburgh; William H. Hays, Iron City Tool Works, Pittsburgh; John S. Sanders, Union Metallic Cartridge Co., Bridgeport.

Edward W. Lee, Winchester Repeating Arms Co., New Haven; H. W. Caldwell, The Cleveland Stone Co.; A. W. Bond, Baltimore-Goodell Co.; G. B. Nichols, Landers, Frary & Clark; T. T. Connors, U. S. Hoe & Tool Co.; D. A. Merriman, American Steel & Wire Co., Chicago; H. J. McCue, Chicago; Frank B. Smith, McKinney Mfg. Co.; J. W. Gates, Enterprise Mfg. Co., Philadelphia; A. W. Peck, Jr., Sargent & Co., New York; A. E. Albrecht, North Bros. Mfg. Co., Philadelphia; N. A. Gladding, Indianapolis; John Hoen, Henry Keldel & Co.; George E. Eddy, Lockwood Mfg. Co.; C. W. Griswold, Corbin Screw Corporation; Charles P. King, American Iron & Steel Mfg. Co.; W. L. Wilson, Acme White Lead & Color Works; E. E. Perry, The Hopkins & Allen Arms Co.; George L. Haven, P. & F. Corbin; William K. Stone, Cambria Steel Co.; F. S. Seeley, Challenge Cutlery Corporation; Fred S. Merrick, Standard Horse Nail Co.; J. J. Andrews, American Sheet & Tin Plate Co.; H. M. Shepler, American Sheet & Tin Plate Co.; V. L. Bradford, C. C. & E. P. Townsend Co.; William A. Sooy, J. C. McCarty & Co.; Irby Bennett, Winchester Repeating Arms Co.; C. W. Plumb, Eagle Lock Co.; Isaac G. Haas, Empire Plow Co.; Fayette R. Plumb, Fayette R. Plumb, Inc.; Charles H. Wier, Wier & Wilson; Edward Ingalls, The Atha Tool Co.; C. W. Asbury, Enterprise Mfg. Co.; George T. Knight, Tubular Rivet & Steel Co., Nashville, Tenn.; C. H. Durham, E. C. Atkins & Co., Indianapolis; Charles M. Avery, U. M. C. Co., Atlanta; F. M. Vosburgh, Atlantic Stamping Co., Rochester, N. Y.; H. G. Sudell, Atlantic Stamping Co.; J. B. Parrent, Gainesville, Ga.; Joseph M. Hottel, Delta File Works, Philadelphia; D. P. Hale, John Chatillon & Sons, New York; Louis A. Tranberg, John Chatillon & Sons, New York; R. R. Williams, The Iron Age, New York; Frank R. Blauvelt, R. K. Carter & Co., New York; H. F. Rease, Fairbanks Scale Co., Baltimore; George L. Corbin, Corbin Cabinet Lock Co., New Britain; W. H. Booth, Corbin Cabinet Lock Co., New Britain; Thomas E. Parnell, Crucible Steel Co. of America, Pittsburgh; V. A. Moore, National-Acme Mfg. Co., Cleveland; O. C. Mead, Mead & Smith; J. E. Kelley, Simonds Mfg. Co., Fitchburg, Mass.; F. I. Clark, Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.; W. A. Shepard, Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.; Robert N. Peck, Stanley Rule & Level Co., New Britain; Robert M. Parsons, Stanley Rule & Level Co., New Britain; Samuel V. Armstrong, Stanley Rule & Level Co., New Britain; A. M. Kinsley, Onelda Community, Ltd., Onelda, New York; George N. Holton, Bryden Horse Shoe Co., Catawauqua, Pa.; Julius C. Birge, St. Louis Shovel Co., St. Louis; Howard A. Hart, Stanley Works, New Britain; John C. Oliver, Oliver Iron & Steel Co., Pittsburgh; Henry B. Lupton, Oliver Iron & Steel Co., Pittsburgh; F. D. Mitchell, Secretary American Hardware Manufacturers' Association; George P. Kelley, Official Stenogra-

pher, A. H. M. A.; Harry Wise, The Tradesman, Chattanooga, Tenn.; Max I. Barth, Chattanooga, Tenn.; Wallace L. Pond, Providence, R. I.; C. F. Ray, Photographer, New York; George J. Baker, American Screw Co.; C. A. Earl, New Britain, Conn.; H. E. Haynes, Savage Arms Co.; J. W. Wall, New York; Joseph L. Hemp, Hemp & Co., St. Louis.

E. A. Kellogg, Stephenson Mfg. Co., Albany, N. Y.; S. B. Blispham, Russell & Erwin Mfg. Co.; T. H. Keller, The Peters Cartridge Co., New York; C. F. Forsyth, Meriden Cutlery Co., Meriden; C. F. Carlier, Cronk & Carrier Mfg. Co., Elmira, N. Y.; J. B. Sullivan, Jr., Towers & Sullivan Mfg. Co., Rome, Ga.; H. A. Dean, Towers & Sullivan Mfg. Co., Rome, Ga.; Alfred Sang, Garland Nut & Rivet Co., Pittsburgh; E. D. Starke, Starke & Dixie Plow Works, Richmond, Va.; Graham B. Hobson, Tredegar Co., Richmond, Va.; J. Scott Parrish, Richmond Cedar Works, Richmond, Va.; Louis G. Beers, The New Jersey Wire Cloth Co.; E. C. Feriday, E. I. DuPont Co., Wilmington; Thomas O'Brien, Hopkins & Allen Arms Co.; E. G. Jaques, American Steel & Wire Co.; J. C. Beggs, Bemis & Call Hardware Co.; William Taylor, Pittsburgh Steel Co.; A. C. Barrell, The Union Metallic Cartridge Co.; A. H. Meyerhoff, The Union Metallic Cartridge Co.; C. W. Dimick, United States Cartridge Co.; A. W. Child, United States Cartridge Co.; E. J. Dimick, United States Cartridge Co.; Lester A. Thurber, White Mountain Freezer Co.; H. S. Mirrieles, Manning, Bowman & Co.; George P. Hart, The Stanley Works; Charles F. Aaron, New York Leather Belting Co.; Henry C. Dison, Henry Dison & Sons, Philadelphia; Walter W. Birge, St. Louis Shovel Co.; J. A. Carter, American Fork & Hoe Co.; W. H. Matthai, Jr., National Enameling & Stamping Co.; Arthur K. Liverlight, Liverlight Bros., Gold Medal Files; Paul E. Heller, Heller Bros. Co., Newark, N. J.; W. W. Lyons, Heller Bros. Co., Newark, N. J.; J. W. Ryan, P. & F. Corbin, New Britain, Conn.; F. E. Muzzy, J. Stevens Arms & Tool Co.; John C. Schmidt, Standard Chain Co.; A. Eugene Bolles, American Exporter, New York; H. C. Schaaber, Chantrell Tool Co., Reading, Pa.; H. L. Getssel, Rex Buggy Co., Connersville, Ind.; E. A. Moore, The Stanley Works; G. B. Willson, Hussey-Binns Shovel Co.; J. H. Grubb, Hussey-Binns Shovel Co.; J. R. Gilfillan, Belfont Iron Works; Harry D. Harvey, National Supply Co.; Harold Le Roy Harvey; William W. Hulfish, Henry Kreider & Co.; W. L. Sanford, Chicago; Joseph Hutchinson, New York; O. M. Milligan, Reading Hardware Co.; C. S. Packard, Reading Hardware Co.; S. S. Reckefus, Iron Age, Philadelphia; Dwight Divine, Dwight Divine & Son; Edward Whitehead, Walden Knife Co.; A. H. Chamberlain, Iron Age, New York; G. B. Jantz, American Wringer Co., New York; H. O. Duncan, New York; B. Lewissan, Reading Hardware Co.; J. C. McDonald, Reading Hardware Co.; W. W. Crandall, Nashville, Tenn.; George F. Dana, The Dana Mfg. Co.; Frank M. Snook, The Dana Mfg. Co.; L. W. Stewart, The Dana Mfg. Co.; William H. Matthai, Secretary, National Enameling & Stamping Co.; J. W. Pentz, Hardware Publishing Co.; James H. Marshall, Baeder, Adamson & Co.; J. S. French, The Peters Cartridge Co.; G. H. Taylor, American Steel & Wire Co.; James H. Kennedy, Hardware Dealers' Magazine; George D. Kirkham, American Steel & Wire Co., Memphis, Tenn.; George T. Price, Kelly Axe Mfg. Co., Charleston, W. Va.; H. T. Hunter, Toronto, Canada; Gus T. Boutwell, Standard Horse Shoe Co., Boston; James P. Kelly, Kelly Axe Mfg. Co., Charleston, W. Va.; C. H. Bennett, Daisy Mfg. Co., Plymouth, Mich.; A. W. Chaffee, Daisy Mfg. Co., Plymouth, Mich.; J. H. Faxon, Grafton Stone Co., Elyria, Ohio; N. L. Durell, American Fork & Hoe Co.; Frank G. Drew, Winchester Repeating Arms Co.; C. S. Lawrence, Fox & Bro., New York; Newton Kelsey, Newton Kelsey, Hames; Hobart Ames, Ames Shovel & Tool Co.; S. S. Early, Ames Shovel & Tool Co.; S. G. Gilfillan, Belfont Iron Works Co.; William B. Peckfield, Hamilton Rifle Co.; W. H. Glatt, N. Y. Leather Belting Co.; W. B. Lashar, Bridgeport Chain Co.; Frank C. Graham, Graham Phillips Horse Shoe & Iron Co.; J. H. Towne, The Yale & Towne Mfg. Co.; A. W. Clark, The Yale & Towne Mfg. Co.; A. T. Babcock, The Yale & Towne Mfg. Co.; Cyrus Reiner, American Fork & Hoe Co., Cleveland, Ohio; J. G. Davidson, Cameron Stores Co., Richmond, Va.

T. B. Coles, American Steel & Wire Co.; John H. Collier, 3d., Black Diamond File Works, Philadelphia; E. Warren Smith, Pike Mfg. Co., Pike, N. H.; George W. Connor, Atlanta Steel Hoop Co., Atlanta, Ga.; Clement M. Biddle, Biddle Purchasing Co., N. Y.; Charles T. Johnson, The Dover Mfg. Co., Canal Dover, Ohio; J. P. Tabb, American Shovel & Tool Co.; B. C. Summer, American Can Co., New York; C. W. Heilis, E. I. DuPont Co., Huntington, W. Va.; John J. McElroy, Standard Scale & Supply Co., Pittsburgh; B. A. Hawley, Russell & Erwin Mfg. Co., New Britain, Conn.; W. H. Hoagland, Findlay Hardware & Tool Co., Findlay, Ohio; W. A. Chenoweth, Birmingham, Ala.; J. L. Evans, The Brown, Hinman & Huntingdon Co., Memphis; S. S. Paul, Atlanta Steel Hoop Co., Atlanta, Ga.

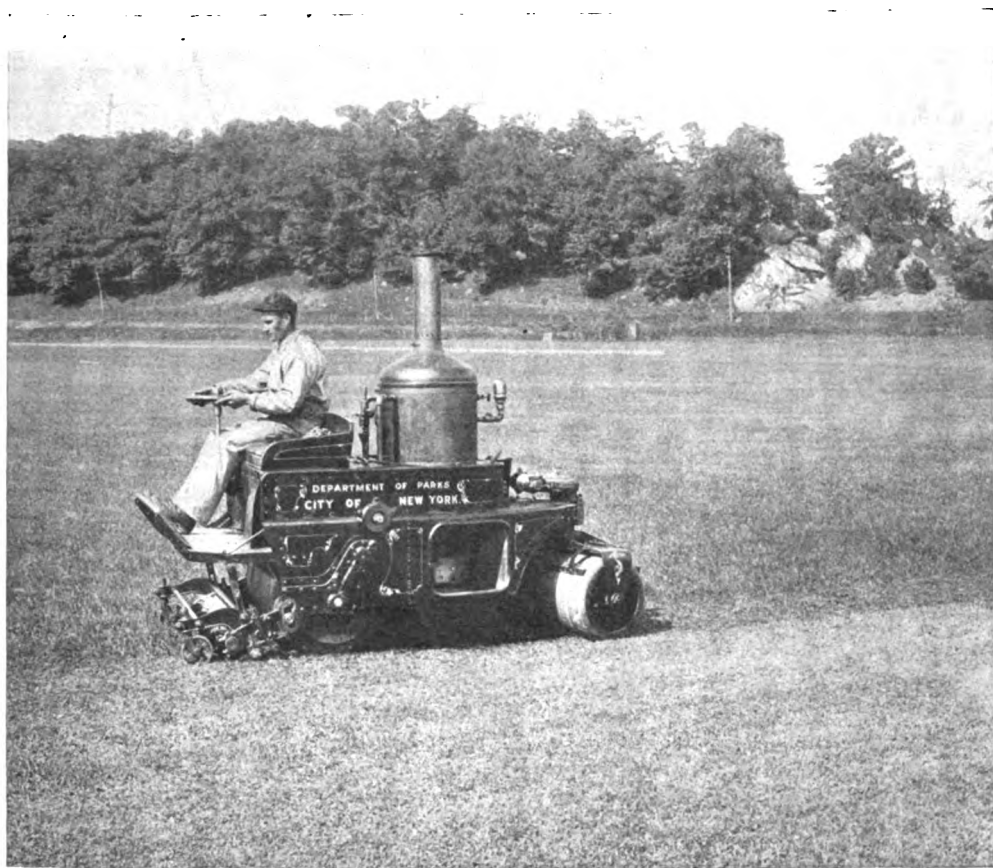
Among the ladies present were the following: Mrs. Louis E. Dietz, Cincinnati, Ohio; Mrs. Conrad Dietz, Cincinnati, Ohio; Mrs. T. B. Hendrickson, Philadelphia, Pa.; Mrs. Robert Garland, Pittsburgh, Pa.; Miss Alice G. Garland, Pittsburgh, Pa.; Mrs. T. T. Connor, Columbus, Ohio; Mrs. D. A. Merriman, Chicago, Ill.; Mrs. A. C. Albrecht, Philadelphia, Pa.; Mrs. N. A. Gladding, Indianapolis, Ind.; Mrs. E. C. Atkins, Indianapolis, Ind.; Mrs. George E. Eddy, South Norwalk, Conn.; Mrs. Charles P. King, Lebanon, Pa.; Mrs. E. E. Perry, Norwich, Conn.; Mrs. F. S. Seeley, Bridgeport, Conn.; Mrs. W. E. Seeley, Bridgeport, Conn.; Mrs. Fred S. Merrick, New Brighton, Pa.; Miss Marguerite L. Merrick, New Brighton, Pa.; Mrs. V. L. Bradford, New Brighton, Pa.; Mrs. William A. Sooy, New York; Mrs. Charles H. Wier, Baltimore, Md.; Miss Mamie C. Poe, Baltimore, Md.; Miss Elise K. Wilson, Baltimore, Md.; Mrs. C. W. Asbury, Philadelphia, Pa.; Mrs. George T. Knight, Nashville, Tenn.; Miss Corinne Parrent, Gainesville, Ga.; Mrs. Louis A. Tranberg, New York; Miss Elizabeth V.



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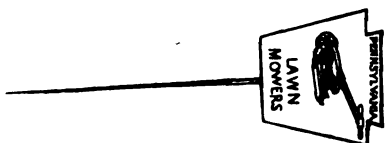
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 Supplee Hardware Co., Philadelphia, "Keystone" Scarf Pin.



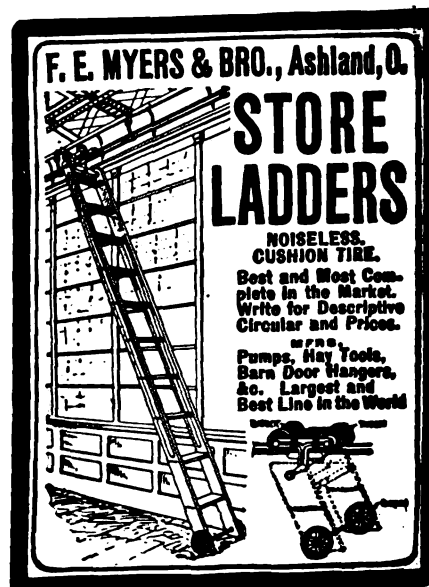
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 North Bros. Mfg. Co., Philadelphia, Ratchet Screw Driver.
 Upson Nut Co., Cleveland, Caliper.
 E. C. Atkins & Co., Sterling Silver Cuff Buttons; Sterling Silver Spoons.
 National Acme Mfg. Co., Pocket Book.
 Hopkins & Allen Arms Co., Norwich, Conn., Scarf Pin.
 L. & I. J. White Co., Ltd., Watch Fob.



Tackle Blocks

for every purpose. 65 years' experience.

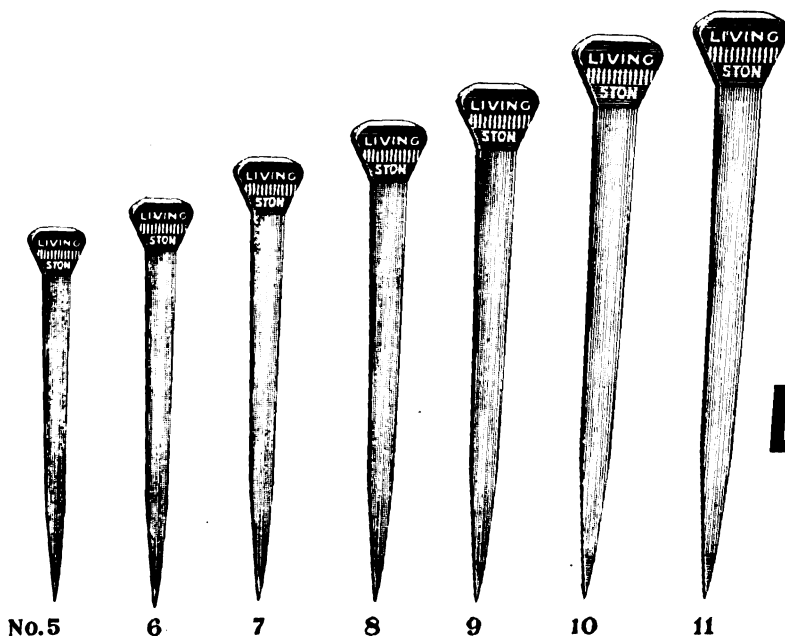
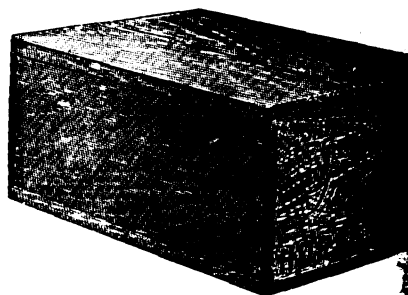
Boston & Lockport Block Co.
 Boston, Mass.



THE NEW HORSE NAILS

1845

19



LIVINGSTONE

The Name Stands for
PERFECTION

in

HORSE NAILS

LIVINGSTONE NAIL CO.

104 READE STREET
 NEW YORK

Columbia's Brightest Star



Hauthaway's "Star" Brand

Harness Dressing and Harness Oil Blacking---

Their equal in quality, in salability, in all-around satisfaction—has yet to be produced, anywhere, by any one.

Half A Century On the Market

Is sufficient popular endorsement of these goods to be in every hardware store in the land.

Sell? Try a sample order of

Hauthaway's Star Harness Dressing

It gives a beautiful polish, will not crock or smut, will make any harness, new or old, look fresh, clean and handsome.

Hauthaway's "Star" Harness Oil Blacking both oils and blackens—imparts new life and looks into any harness.

HAUTHAWAY'S AXLE OIL--

With the Hauthaway body—not a greasy body, but a full frictionless, wear-resisting body—solves the "hot-box" question. It makes axles as slippery as eels.

Handle the "Star" Brand. It leads to sure and good profits. Send for catalog and prices.

C. L. HAUTHAWAY & SONS

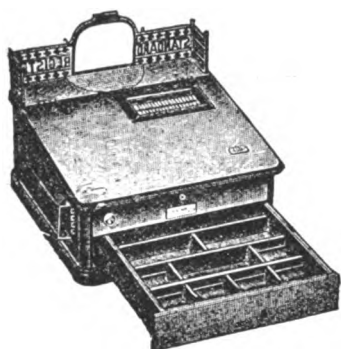
346 Congress Street

BOSTON, MASS.

WHERE DOES THE MONEY GO ?

One dealer writes: "My sales amount to \$600 per week. I make 20 per cent. profit on everything I sell, my total expenses are \$80 per week—still I am not making money—**What's the matter?**"

Why that's easy—failure to record charge sales—carelessness or dishonesty of clerks, or a faulty system of keeping accounts.



Our Standard system gives you a check on all leaks. Costs you nothing to learn all about it—saves you money, time and worry after you do.

THE STANDARD CASH REGISTER CO.,

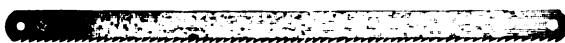
WABASH, IND.

28 FACTORY ST.

YOU CAN BUY

a kind of a watch for \$1.00. Nevertheless, when you want a reliable one you pay something more. It is the same way with Hack Saw Blades.

THE "STAR" BLADE



costs a little more than other brands, but the difference in price is offset ten times over by the difference in the cutting qualities.

MILLERS FALLS COMPANY,

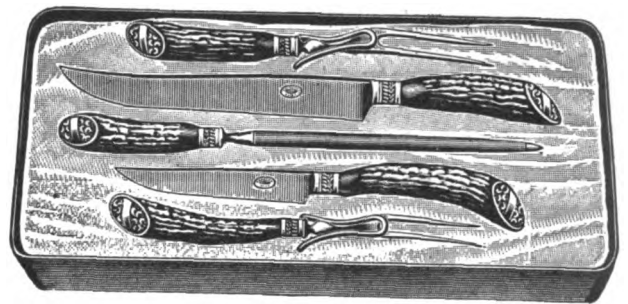
28 WARREN STREET,

NEW YORK.

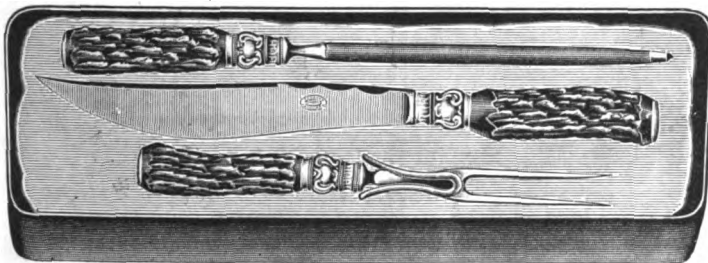


"L & G" GENUINE STAG HANDLE CARVERS

With silver ferrules, are so well made, and such attractive, all-the-year-round and Holiday sellers, that you are blind to your own interests not to investigate their merits.



Sixty-Eight Years on the Market



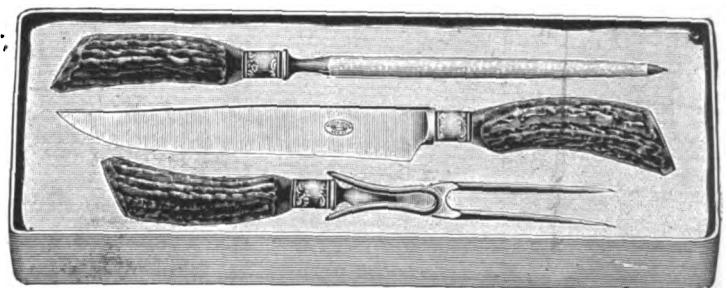
We make Table Cutlery of every description. Also Painters', Druggists' and Butchers' Knives.

Our long experience at the business is the best guarantee of their excellence.

Have you our complete catalogue?

Get it to-day.

It will open your eyes to your needs in the best selling Table and other Cutlery.

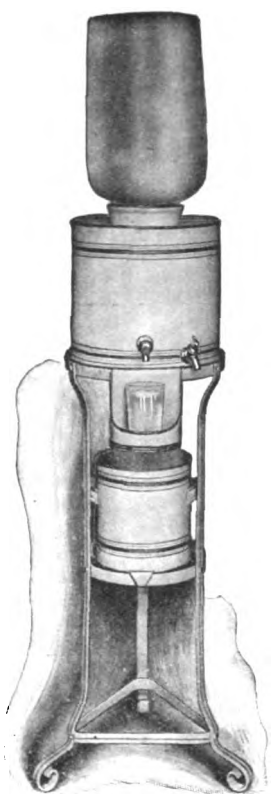


Lamson & Goodnow Mfg. Co.

N. Y. Office, 45 Murray St.

Shelburne Falls, Mass.

ROSE Water Coolers



Are a distinct step in advance of any other Water Cooler on the market.

Why? Because

The **TEMPERATURE** of the water is maintained evenly. It does not become injurious "Ice Water" but cool, refreshing "Spring Water."

PURITY: Water and Ice are kept in separate compartments. The Rose Water Cooler has no coil pipes, corners, crevices or un-get-at-able parts to make it foul, slimy or sour.

WATER CONTAINERS: Made of antiseptic, filtering earthenware, faced with white porcelain. Are removable for cleaning.

ECONOMY: Rose Coolers Use 50% Less Ice Than Any Other Cooler On The Market.

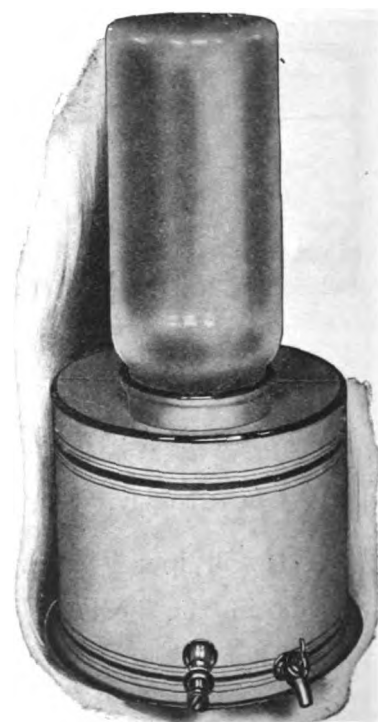
That's worth considering. The Rose Cooler will pay for itself in a season.

SIMPLICITY: There's nothing complicated about it. The Rose Cooler is built for hard usage.

POPULARITY: Our sales this year are four times as large as last year—conclusive evidence that the Rose Cooler is a quick seller, the very reason why you, Mr. Hardwareman, should handle it.

The Rose Water Cooler is the Best for Hotels, Schools, Offices, Public Buildings, Stores, Homes.

We have a special proposition for Hardwaremen. Write us to-day.



The Rose Manufacturing Co.,

505-7-9-11-13 West 50th St.
New York City.



We are doing some effective advertising of

SARGENT'S ARTISTIC HARDWARE AND EASY SPRING LOCKS

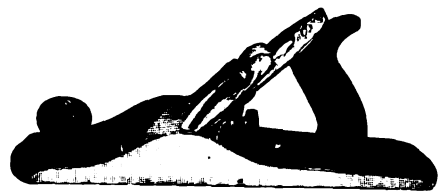
and as a result intending builders are becoming interested and will use the better grades of our hardware in their buildings. You should share in this profitable business and can do so if you will supply the buildings to be erected in your neighborhood with these standard goods. Every building so fitted means a satisfied builder—your pleased customer. If you desire any information regarding these goods please write us; we shall be glad to post you.



Sargent's Gem Food Chopper

always a good seller, is growing in popularity and sales are increasing. It is well advertised and you know how that helps. It should be in your stock.

Sargent's Planes



both Wood Bottom and Iron, stand the daily test of the work-bench. They are intended for the use of careful mechanics who want the best tools. We warrant them fully in every respect.

Do you sell these high grade tools?

SARGENT & COMPANY, Manufacturers

NEW HAVEN, CONN.

NEW YORK

PHILADELPHIA

BOSTON

CHICAGO



The *Marlin* Baby Featherweight Repeater. A new high-grade .22 caliber repeating rifle which weighs only 3 pounds 10 ounces!

But this gun is no toy. It is a new and business-like rifle. It combines all the good old *Marlin* features—solid top, side ejection and simple mechanism—with the newer sliding forearm action which is so easy to work without spoiling the aim.

The reduction of cost and weight is positively not at the expense of *Marlin* quality. The high standard *Marlin* drop forgings are used in the breech block, frame and inside working parts. The rifle has the pleasant *Marlin* balance. Both .22 short and .22 long-rifle cartridges can, by means of an extra carrier, be used in the same

gun—a *Marlin* feature which all rifle shooters greatly enjoy.

The *Marlin* standard of accuracy is maintained in the highest degree by the most careful boring and the deepest grooving, which last care gives the barrel about double the life of the product of other rifle makers.

Take a *Marlin* Featherweight on your fishing trip or to the summer camp. Take one home to the farm or wherever your vacation finds you, and see what pleasure a good, light .22 caliber repeater can add to your outing.

It is an ideal squirrel rifle and can be relied upon to get all the killing power there is out of any .22 cartridge in hunting any sort of small game.

If your dealer cannot supply you write us direct. A complete description of this wonderful little rifle is given in our 1906 Catalogue. Sent FREE for six cents postage.

TO ALL DEALERS HANDLING FIREARMS

The above is one of seven half-page magazine "ads" to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their *quality*, known to be bought and read by a class of people financially able to buy **MARLIN** repeaters, and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total for seven months of 25,000,000 readers.

In addition, **MARLIN** goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use **MARLIN** repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know who carries a good stock of **MARLIN** goods and is enterprising enough to follow up an inquirer and try to sell the man a **MARLIN** repeater.

We also send to that dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on **MARLIN** goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 89 Willow Street, New Haven, Conn.

REVIEW OF THE MARKETS.

WIRE NAILS: The mills continue to make shipments on contract orders. The California wants now so regular in the market call for large quantities of this class of goods especially. A readjustment of freight rates in some directions is responsible for lower prices being reported, where previous quotations are affected. The market is in excellent condition, and steady in tone. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|--------------------------------|--------|
| Carloads to jobbers..... | \$1.85 |
| Carload lots to retailers..... | 1.90 |

New York.—Demand among local jobbers reported as being only moderate. Range of prices satisfactory and jobbers' prices on small lots from store fully maintained, being quoted on the basis of \$2.15 per keg.

CUT NAILS: At the recent meeting of the Cut Nail Association prices were reaffirmed, making no allowance for the sluggish condition affecting the market. Filling contract orders keeps the mills moderately busy. Concessions on carload or larger lots of moderate limit are reported. Quotations are as follows: \$1.75 to \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock, New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—Local demand is moderate, prices running nominally the same as have prevailed. Jobbers' prices are maintained on small lots from store, which are quoted at \$2.05 per keg.

BARB WIRE: Jobbers' stocks are extremely light, and sales consist entirely of small lots to bring them up to normal requirements. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | Painted. | Galv. |
|--|----------|--------|
| Jobbers, carload lots..... | \$2.00 | \$2.30 |
| Retailers, carload lots..... | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: The mills have been entering large orders for the future, which will not affect the month's supply, which during the month has resulted in large shipments. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers 6 to 10. The other numbers of Plain and Galvanized Wire take the usual advances.

AMERICAN SCREW COMPANY: Under date May 24, American Screw Company, Providence, R. I., issues a discount sheet quoting revised discounts on Flat Head Brass Wood Screws, and also on Tinned Tinners' Rivets, while at the same time change is made in the net addition for metallic tinning of Rivets or Burrs from 2½ to 3½ cents per pound. The new prices are as follows:

| | discount |
|---|--------------|
| Flat Head Brass Screws..... | 82½ and 10 % |
| Tinners' Rivets, tinned | 70 % |
| Additional charge for metallic tinning Rivets or Burrs, per pound | 3½ cents |

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

| | |
|--|------------|
| White Sisal (500 feet to the pound)..... | 9¼ to 9½ |
| Standard (500 feet to the pound)..... | 9¼ to 9½ |
| Standard Manila (550 feet to the pound)..... | 10½ to 10¾ |
| Manila (600 feet to the pound) | 11½ to 12 |
| Pure Manila (650 feet to the pound)..... | 12½ to 13 |
| Less than car lots ¼ cent advance. | |

ROPE: The following prices may be said to represent the market:

| | Cents per Pound. |
|-----------------------------------|------------------|
| Pure Manila, 7-16 and large..... | 12½ to 13 |
| B Quality Manila | 11½ to 12 |
| Pure Sisal, 7-16 and larger..... | 9½ to 10 |
| No. 2 Sisal, 7-16 and larger..... | 8 to 8¼ |

LINSEED OIL: Under date of June 12 the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....40 cents per gallon.

In lots of 5 barrels or more.....39 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than Raw.

Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw.

Calcutta Oil68 cents per gallon.

THE PHILADELPHIA TRADE.

The procession of the seasons has again brought to us the delightful month of June, when even a Hardware man feels more like writing poetry than trade reports but we shall try to curb our pen and keep it down to the prosaic level of the Hardware business. It is hard to conceive of a Spring more favorable to bright crop prospects. Providence has so alternated cold and warmth, sunshine and rain that the country is most beautiful and crops everywhere promise well. About ten days ago we had a short spell of dry weather which threatened to develop into a drought. The rains came in due time to prevent disaster, so that fear is removed for the present.

Our country dealers feel the effect of the promising weather and report a large and satisfactory volume of business. It is hard to find a better index of trade than the orders which come to us voluntarily by mail, and mail orders this Spring are unusually numerous and well assorted, showing that goods are actually needed and wanted for immediate use. The market is firm and with some lines, higher prices are being announced owing to increased cost of manufacturing. We hear of still other prominent lines on which advances will probably be forthcoming July 1st but these changes in price are moderate and not of sufficient importance to justify or induce speculation. This is as it should be and the dealer who buys from time to time for his actual needs will probably find his business in the most satisfactory shape.

With the advent of Summer and resumption in the coal districts of mining, money is beginning to move more freely and collections are easier. The large volume of business done this Spring should result in heavy collections during the next sixty days and no better use can be made of money when received than to pay debts. Such an investment is the very best investment a man can make, and woe usually betides the man who, allured by promises and expectations of larger profits, defers paying his debts and uses his money for speculation. There is nothing—not even a brother—that sticks as closely to one as a debt and long after speculative investments have banished in golden dreams the ugly visage of debt remains to stare the unhappy investor in the face.

Evidently it is time we put a stop to this article for we began by almost writing poetry and have concluded by writing a sermon. *Verbum sat.*

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

A wet May makes good hay, and a good grass crop in northern Ohio is of great benefit, besides it makes a large sale of lawn mowers and haying tools. The anticipated advance in pig iron was delayed by the settlement of the Longshoremen's strike, but the large purchase of rails may renew its possibility. The high price of pig tin has compelled an advance in tin plate, and will affect the price of all articles in which tin and tin plate are used. Copper and aluminum are very high, affecting many articles in the Hardware line. The heavy purchase of rails for 1907 is a prophecy affecting next year's business. There is good reason for thinking that prices on many lines will be higher in 1907. Manufacturers have anticipated a decline in raw material and hesitated about advancing prices, but when they are convinced that they cannot improve their margins from that source, they will advance selling prices. The farmers are busy preparing for continued prosperity, and a good many business men are busy trying to keep out of jail, as they belong to combinations. The Sherman law and State laws were regarded as jokes until recently. Most people have a notion of what is criminal and fail to realize that the legislature can make an act criminal that was



ATKINS HIGH GRADE SILVER STEEL SAWS

Sells readily at a good profit.



Satisfy your customer and bring him back to you.

E. C. ATKINS & CO., Inc.

Home Office and Factory, Indianapolis.



BRANCHES: { **NEW YORK CITY, CHICAGO, MINNEAPOLIS, ATLANTA, MEMPHIS, New Orleans, Portland, Seattle, San Francisco, Toronto,**

not so before. Power is conferred upon the Legislature to decide what is wrong, and make it a crime and all good citizens must accept their decision. In the complexity of business new wrongs appear, making changes in the criminal code necessary. The number liable to punishment was never so great before. Legislation may be in advance of public sentiment; at least it causes confusion and discontent. This is not always an evil. It may improve our conception as to what is fair competition. Combinations were formed to avoid the evils of competition between competitors. The new legislation is an attempt to protect the public. The question of public, versus individual rights, seems to be to the forefront. The people through their representatives are demanding a square deal ultimating public sentiment in law and officials are unusually active in prosecution.

THE LOCKWOOD-TAYLOR HARDWARE CO.
C. B. LOCKWOOD, Pres.

THE PITTSBURGH TRADE.

May was a record month for the Hardware jobbers of Pittsburgh. Retailers all seem to want goods, and want them quickly, so that it has kept the jobbers working to their capacity to supply the demand. Some sections are still suffering from the stoppage of coal mining, but where the mines are running trade is very active. On June 12 avote will be taken in Pittsburgh and Allegheny on the question of consolidation. "Greater Pittsburgh" is the slogan, and an active campaign is being waged by friends of the movement. These comprise practically all the business men of both cities, and the large property holders, who believe it will be of benefit to both cities. We have a community of nearly one million people hereabout, and this is the first step toward making this a great city.

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

The editor cannot realize how much he is asking when he wants a trade letter written this hot weather and especially on a rare day in June, when the golf links are in perfect condition; baseball season at its height; country roads smooth and dustless, inviting long drives through the country, which in Iowa is now a veritable garden of Eden. How can he have the heart to do it? The volume of trade is fully up to normal; there is plenty of money necessary to handle the business largely on a two off for cash basis; conservative buying seems to be the rule, but the legitimate demand seems to warrant large and frequent orders. With regard to promises for the future, you are aware that while Iowa is generally regarded as an agricultural State, it has many resources. The products of the Iowa hen alone, according to the State census of 1905, amounts to the snug sum of \$11,705,475. Growing crops of all kinds never looked better than now.

SICKELS, PRESTON & NUTTING CO.

THE MINNEAPOLIS TRADE.

We have had too much rain. In some sections it will seriously affect the wheat crop. It is not too late by any means to raise some other kind of crops, but the area so effected is so comparatively small it will not cut much figure. On the other hand, the moisture has done so much good in so-called dry sections, northwestern part of North Dakota, for instance, that it will, undoubtedly, more than offset any damage in other sections. Business is good, with every prospect of best business the Northwest has ever had. There is some considerable irregularity in prices in this city, and every prospect of its growing worse. It is quite unfortunate that this is so for there is business enough for everyone, and no reason why the business should not pay usual profits, but unfortunately there are certain conditions here at this time that it is hard to control, and unless they are controlled they certainly will grow worse.

W. K. MORISON & Co.

THE SAN FRANCISCO TRADE.

Conditions in California are about as noted in last report. The San Francisco situation is steadily improving. The banks have been reopened a week and without limit as to payments, and have more money than they care to have on hand. The public have the same feeling, and are depositing more money in the banks than they are drawing out. This piling up of spot gold coin is resulting in large shipments of it to the East from whence it came for general relief. The different stock exchanges also opened this week for the first time since the earthquake-fire, and the wholesale and retail houses are resuming as fast as they can get temporary roofs over their heads. From now on the return to regular business will be rapid. The heavy three days' rain of the last week in May, usually classed as belonging to the "dry season months", while naturally damaging to the berry and cherry crops, and hay cut and down on the ground, is considered of great benefit to vineyards and orchards on the whole, and almost assures the State another year of prosperity.

My sympathy is with the Hardware dealers who are not feeling at all pleased with the dilatory tactics in vogue with many of the insurance companies in delaying payments to policy-holders. It is developing that there are both "good" and "bad" insurance companies. As a matter of fact, the State Insurance Commissioner is drawing up a "good" list and a "black" list of insurance companies which have losses here, and will send them to every insurance commissioner in the United States, and to every newspaper that will print them.

One of the front-rank steel men of San Francisco, who prefers that his name be not mentioned in this connection, remarked this week as follows: If the rebuilding of the city within five years depended upon the energy, pluck, perseverance and confidence of the people, there is little doubt that it could be ac-

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U.S.A.

"THE BIGGEST LITTLE THING ON EARTH"

THE GENUINE KAMPFE

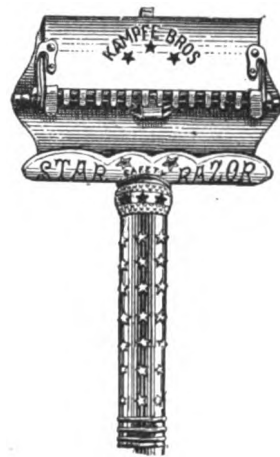
STAR SAFETY RAZOR

Stands unrivalled as the quickest, easiest and safest
in the wide world.



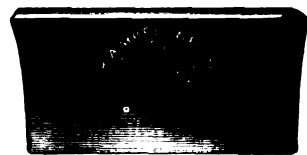
Price

1.50



25 YEARS' REPUTATION BEHIND EVERY BLADE

The **SECRET**
THE 3 STARS BLADE



JUDGMENT

It is safer to judge a person by what he *does* rather than by what he *says*. He may mean well enough and never intend to mislead you, but his story, for instance, of what he *can* do may be based entirely upon what he *thinks he can* or *wants* to do.

Lots of good starters are poor finishers. An acquaintance with the

Star Safety Razor
IS NEVER DROPPED

A revelation of speed and efficiency combined with comfort and absolute security. The Star Safety Razor has, in the last 30 years, earned for itself, by merit and quality alone, the name of the best and safest razor in the world.

KAMPFE BROTHERS

Manufacturers

8-12 Reade Street, NEW YORK

complished. But the question is, where is the structural steel to come from? To be sure, at present, orders from San Francisco take precedence over all others, both in this country and abroad. But how long will this condition last? If it were possible for the steel mills of the world to increase their output, the problem would be easier of solution. But both in the East and in Germany mills have been running to their fullest capacity both night and day for the past two years to supply the demand that existed before San Francisco suddenly became the greatest steel market of the world. Within a year Eastern builders will be clamoring to have their orders filled, and it cannot be readily seen how the manufacturers will be able to resist their demands. It will be necessary to slack off on the San Francisco supply, and attend to home custom. For some reason, people who are informed on the steel situation are inclined to believe that Germany will continue to give San Francisco precedence over all other markets longer than the East will. It is not likely, though, that the German mills will continue for five years to devote themselves exclusively to San Francisco. In addition to this, there is the labor problem to be considered. It will take an army of skilled men to build the business section of this town in five years. Whether this labor can be secured is a question. Then there is the danger of strikes, both here and among the mill workers. Of course, the talk is now that wages will not be raised; but human nature is frail in some respects, and when the first flush of enthusiasm passes away there may be labor troubles to impede progress. Also, the steel must be brought here. I do not believe there are enough ships not engaged in other work to handle such an amount of material, even if the mills could turn it out. I do not wish to be thought an alarmist, but it must be remembered that the city cannot be rebuilt on enthusiasm alone, and it is well seriously to consider such things as labor, material and sources of supply.

Members of San Francisco Lodge, No. 68, International Association of Machinists, who have lost their tools through the fire will be supplied with a new set of tools to the amount of \$5 by any dealer in San Francisco, Oakland, Berkeley, Alameda, Stockton, Sacramento, San Jose and Santa Rosa, for account of the L. S. Starrett Company of Athol, Mass., manufacturers of machinists' tools, upon presenting an order from Charles W. Meyer, the financial secretary of the lodge. The L. S. Starrett Company contributed \$1,000 cash to the general relief fund for the sufferers by the San Francisco fire. When appealed to for tools for the machinists the company declined on the ground that such contribution might displease its patrons on this Coast, but instructed its Pacific Coast agent, W. H. Stanley, to issue these orders for tools to the amount of \$2,000, and the dealers are instructed to use the orders in payment of their account with the Starrett Company.—*Industrial Press Association.*

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

- 818,755. CARPET SWEEPER. W. H. Emmert, Chicago, Ill.
818,763. STOVE LINING. G. C. Hicks, Chicago, Ill.

- 818,877. PIPE WRENCH. C. I. Dunham, Centerville, Ohio.
818,901. PIPE WRENCH. A. Meffert, St. Louis, Mo.
818,909. WRENCH. W. F. O'Neill, Waukegan, Ill.
818,958. CARPENTER'S TOOL. W. C. Hause and F. M. Marlin, Ensmclaw, Wash.

PATENTS EXPIRED MAY 21, 1906.

- 403,509. CANDLE GUARD. H. Bove, Philadelphia, Pa.
403,530. METALLIC STRAP FOR BOXES. B. H. Gedge, Covington, Ky.
403,570. LOCK HINGE. J. Wolf, Newark, N. J.
403,648. RAZOR STROP. G. H. Coursen, Baltimore, Md.
403,670. SPRING HINGE. D. M. Holt, Morris, Ill.
403,733. FISHING REEL. C. K. Bradford, Lynnfield, Mass.

PATENTS ISSUED MAY 22, 1906.

- 820,967. COOKING AND ROASTING STOVE. F. Glowacki, Brook'vn, N. Y.
820,969. SAW. H. Grelick, Barmstedt, Germany.
820,990. MEAT CHOPPER. H. C. Sander, Newark, N. J.
821,090. FASTENER FOR WINDOW SASH, DOORS, ETC. O. A. Dahl, Nash, N. D.
821,155. COMBINATION TOOL. T. R. Carlton and J. D. Meadow, Sherman, Tex.
821,280. SPANNER WRENCH. T. L. Churchill and Wm. B. Jones, Winsted, Conn.
821,283. LOCK. R. Dario, Newark, N. J.
821,438. WRENCH. H. R. Smith, Gambrills, Md.

PATENTS EXPIRED MAY 28, 1906.

- 403,932. PULLEY BLOCK. T. R. Ferrall, Boston, Mass.
404,001. COMBINATION TOOL. E. E. Heacock, Straun, Kans.
403,968. NUT LOCK. J. G. Strader, Powellton, W. Va.
403,986. WASHING MACHINE. J. W. Calhoon and H. W. A. Calhoon, Kansas City, Mo.
404,038. DOOR CHECK. T. K. Hansberry, Norton, Kans.
404,048. LOCK. F. W. Mix, New Britain, Conn.
404,080. LOCK. H. C. Frost, Farmington, Conn.

PATENTS ISSUED MAY 20, 1906.

- 821,659. COMBINED SCISSORS AND PLIERS. C. W. Lurtey, Rock, Ark.
821,700. MILK DIPPER. E. Burkins, St. Louis, Mo.
821,714. DOOR CLOSER AND CHECK. W. K. Henry, New Britain, Conn.
821,763. FLOOR POLISHER. W. H. Strange, Chicago, Ill.
821,893. STAPLE EXTRACTOR AND HOLDER. E. M. Smith, P. Kans.
822,066. COMBINATION TOOL. S. Morkert, Querida, Colo.

PATENTS EXPIRED JUNE 4, 1906.

- 404,385. CUTLERY. R. Daine, Halifax, Nova Scotia, Can.
404,445. WEATHER STRIP. A. M. Stodard, Eureka, Kan.
404,516. LOCK. A. S. Boice, New Richland, Minn.
404,545. WASHING MACHINE. R. Joel, New York, N. Y.
404,554. CARPENTER'S CHISEL. T. H. Palmer, San Bern Cal.

- 404,592. RATCHET DRILL. H. Brinkmann, Phila, Pa.
404,619. PIPE WRENCH. J. T. Hawkins, Taunton, Mass.

PATENTS ISSUED JUNE 5, 1906.

- 822,300. WASHING APPARATUS. O. C. Prasse, West New ton, N. Y.
822,350. LIFTING JACK. E. Cook, Kalamazoo, Mich.
822,407. PIPE WRENCH. C. H. Thurston, Worcester, Mas
822,687. COMBINED RATCHET WRENCH AND DRILL. J. B. son, Union City, Tenn.
822,790. WRENCH. J. T. Urbach, Baltimore, Md.

HAMILTON RIFLES -- Model 19

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| "Take Down" | | |
| Prices { | Model 23 . . . | \$3.00 |
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Frame and working parts are of steel, beautifully finished in blue-black. Stock of handsome walnut.

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Steel-Handle
Screw
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Stronger
Than Any
Other Wrench
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is the "toughest proposition"
for the toughest job.

It is all metal, of highest grade,
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more strength than substitutes of
equal size or so called "equals".

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That Makes Good**

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throughout and---once a
Coes, always a Coes.

No amount of rough work will
cause it to lose its identity.

It's unusual strength and use-
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any mechanic---the safest for
the dealer.

Put it to a test
by a sample order.

Worcester, Mass.

JOHN H. GRAHAM & CO.
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POPULAR TALKS ON LAW

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CONTRACTS.

NO. 1, IMPORTANCE OF SUBJECT. DIFFERENCE BETWEEN CONTRACT AND AGREEMENT. EXPRESS AND IMPLIED CONTRACTS. THE CONSIDERATION.

The law of contracts lies at the foundation of nearly every branch of the law. It is, therefore, the first and most important subject not only for the law student, who is studying law for the purpose of practicing, but for the layman, who wants to understand in a general way his legal rights and obligations.

We are making contracts day by day, usually unconscious of the fact. When I hail a street car and it stops for me and I step aboard, I enter into a contract with the corporation that owns and operates the car, for a breach of which I am liable in damages, as is the corporation. Every time I buy something in a store, no matter whether it be a steam engine or a pin, I am making a contract. In hiring servants and agents, in renting and subletting property, in buying provisions for my table, in buying tickets for an entertainment—in fact, in almost every act that is not purely social in its nature, I am entering into a contract. Indeed, business is but another name for the making and executing of contracts. The importance, therefore, of one's knowing at least the general principles of contracts is evident.

Some persons use the words "agreement" and "contract" as synonymous, that is, meaning the same thing. A contract is always an agreement, either expressed or understood, but an agreement is not always a contract. I may make an agreement with you to spend the evening at your home, but that agreement is not a contract. I am bound by the rules of etiquette and good morals to fulfill the agreement, but in case I do not fulfill it, I am not bound by the law to suffer damages by reason of my failure; nor could you go into a court and compel me to fulfill it.

Therefore, one distinction between a contract and an agreement is that the former is an agreement enforceable at law, that is, an agreement that the law will either compel me to pay damages for failing to perform, while the latter is not so enforceable.

Another distinction between an agreement and a contract is this: The law says that in a contract a man contemplates legal relations, that is, he intends to put himself under legal obligations, and in an agreement he does not so intend, his purpose being merely to bind himself by a social obligation. We have nothing to do in these talks with merely social obligations; we treat only of such engagements or agreements as the law holds binding.

We distinguish, too, between kinds of contracts; for instance, a contract may be express or it may be implied. An express contract is one where the terms are expressed or stated, either orally or in writing. An implied contract is one where the facts in connection with the matter are such that the law will infer certain things. If I go into a store where I have credit, take up an article, and say to the clerk, "I will take this. Charge it to me," the contract is not an express contract; there is no price set, no time of payment indicated, no promise of payment. The law, however, infers that I have made a promise to pay a reasonable price for the article in a reasonable or the customary time.

We often hear it said that a contract is not good without a "consideration," or that a contract must have a "consideration" to support it. The meaning of this is simply that a promise cannot be enforced in law unless something is paid or promised to be paid for the promise, or unless the person to whom the promise is made has done something or suffered some loss by depending on the promise. If I promise to make you a present and fail to do so, you cannot hold me by law accountable for breaking my promise, no matter how much inconvenience or unhappiness it may cause you. If, however, I promise to do something for you or give you something in consideration of your paying me something, no matter how small, or doing something for me, or suffering some loss, I can be held to the promise. It is in this sense that the law requires that in order for a promise to be binding, it must have a consideration—another word for price.

It used to be said that whenever a promise was under seal, that is, where it was in writing and the promisor attached to his name his seal, the law would forbid the promisor from denying that there was a consideration. In other words, the fact that a seal appeared on the promise was evidence conclusive that there was a consideration received, and in a suit at law to compel the performance of the promise the promisor could not bring in evidence to the effect that he had received nothing for the promise, and therefore was not bound by it. Our present law, however, has almost wholly done away with this fiction. Now the consider-

ation of a promise may be inquired into, whether it be under seal or not.

It must not be thought that in order to support a promise the other party must necessarily *give* something or *promise* to *give* something. If he is to lose or suffer something or promises to give up something, the consideration is a valid one. If I promise to give you a hundred dollars if you stop smoking for six months, and, depending upon my promise, you do stop smoking for six months, I am bound to pay the one hundred dollars. In this case you have not given anything or promised to give anything to me, but you have suffered a loss, or have given up something, depending upon the promise. It has always been held that a promise is a good consideration for a promise, that is, my promise to do something for you, if given in exchange for a promise by you to do something for me, makes a valid contract. The most common example of this sort of a contract is the marriage contract, under which each party promises, and the promise of each is a consideration for the promise of the other.

Sometimes it is not an easy matter to determine whether the contract has a consideration or not. It should be understood that where one is already bound in the law to do a thing, this promise to do that thing is not a sufficient consideration to support a contract.

Suppose, for instance, that you owe me a hundred dollars and the debt is overdue. I say to you, "If you will pay me the hundred dollars you owe me, I will give you the rent of a house free for a month." Depending on my promise, you pay me the hundred dollars, and I refuse to give you the house. Am I justified in law in refusing? What is the consideration for my promise to give you the house free for a month? It is the doing by you of something that you are already bound to do; therefore the law says there is no legal consideration, and it will not compel me to let you have the house.

Suppose that you have minor children and do not support them, as in law you are bound to do, giving them food, shelter, medicine, and education such as is reasonable considering your abilities, etc. I say to you, "If you will treat your children for a year as you are bound to in the law to treat them, I will give you five hundred dollars." You accept the arrangement and provide your children with clothing, medicines, education, etc., as in law you are bound to do, and then ask me for the five hundred dollars, and I refuse to give it to you. You bring suit against me. My lawyer in court pleads that you were in law already bound to do the things which you promised to do. The court agrees with him, and the case is dismissed.

You start to build a house for me, under a contract to complete it for a certain amount. Before you finish it, you find you are going to lose money. You say, "I will not finish it unless you pay me \$500 more." I make a promise to do so, and you finish the house. The question arises as to whether I am bound to pay the extra price that I have promised. In good morals I may be bound to; in law, I am not.

(To be continued.)

REPAIRING OF KNIVES IS POPULAR.

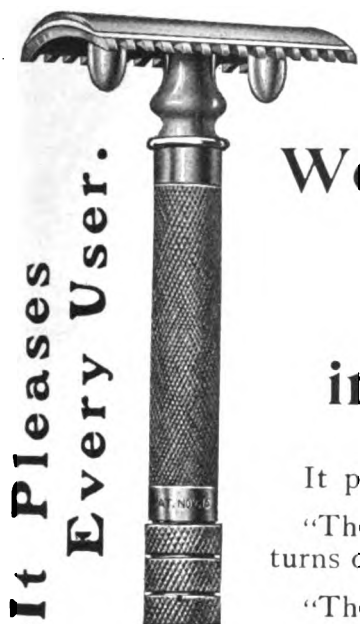
Chicago men who have formed sentimental attachments for their pocket knives need no longer break the ties of years or superstition when accidents overtake their favorite pieces of cutlery. Expert knife repairing within the last half-dozen years has become an established branch of the cutler's work in Chicago shops and every week sees scores of knives restored to usefulness after their owners had mourned them as broken beyond repair and about decided to throw them away. Some of the knives, says the *Chicago News*, are sent hundreds of miles by mail or express and, neatly repaired, make quick journeys homeward to comfort their owners.

"Yes," said one of the expert cutlers who repaired knives at a bench in the alley end of a narrow little cutler's shop in Clark street, "we get a good deal of this sort of work. It keeps us busy all the time. Men become closely attached to knives they have carried year in and year out and when a blade is snapped at last some of 'em get so they can hardly eat. I've seen men almost cry for joy to see their old knives that they have carried so many years fixed up as good as new again. Funny, isn't it, what a lot of memories will stay around an old jackknife?"

"People who have knives fixed are all cranks," said a young workman. "They've got to have everything just so. A little too much grinding on a blade and you've got to put another one in. Once I had to put five new handles on one old man's knife before I got one that suited him. He said he'd carried it twenty years and it had helped him make his fortune and he wasn't going to have it neglected in its old age. It cost him twenty times its value to have the old knife fixed, but he was as tickled as a kid with a new top when the job was over."

Gillette Safety Razor

NO STROPPING NO HONING



The Most
Wonderful Selling
Razor
in the World



It pleases every customer, who in turn brings a new customer.

"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

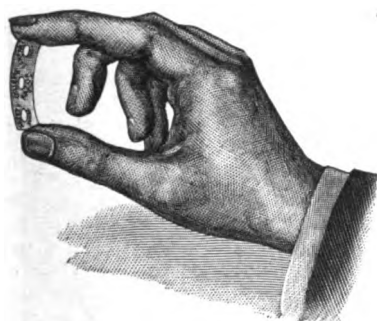
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

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Times Building,

New York City



HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ashton, Neb.—S. Galezenski has opened a new Hardware store.

Austin, Tex.—The Kehl Hardware Co. has opened a new store.

Berlin, N. H.—A new firm has recently been organized in Berlin to carry on a business in fancy and heavy Hardware, mill supplies, iron and steel, pipe and fittings. This is known as the Cousens Hardware Co., and is under the management of W. A. Cousens.

Camden, N. J.—Charles J. Williams and James W. Stark, both well known business men of this place have formed a partnership and will conduct a Hardware store in the Stevens Block, formerly occupied by the post office.

Charleston, W. Va.—The State Supply Co., capital \$5,000, has been incorporated by L. G. Smith, John A. Thayer and others.

Crofton, Neb.—C. Kusel has opened a new Hardware store.

La Crosse, Wis.—Pfafflin-Manke Hardware company has been incorporated; capital stock, \$5,000; incorporators, William Pfafflin, Emil Manke, etc.

Lake Odessa, Mich.—McKinney & Barnum are the proprietors of a new cutlery factory and are putting in the machinery. The goods to be manufactured are butcher knives, corn knives, cleavers, farmers' punches, cold chisels, nail sets, corn and grass hooks, etc.

Lincoln, Neb.—The Solingen Cutlery Co. has been incorporated with a capital stock of \$50,000.

Little Rock, Wash.—James Dooley will open a Hardware store.

Los Angeles, Cal.—Boothe-Max Hardware Company has been incorporated. Capital stock, \$6,010. Directors, R. M. Boothe, W. E. Max, Lillie M. Boothe.

Marion, Ill.—Heyde-Cox-Townsend Hardware Co., capital \$18,000, dealing in Hardware and farming implements; incorporators, George C. Heyde, A. M. Townsend, I. A. Cox.

Marion, Ind.—The Brown-Williams Co. has been incorporated. Capital stock, \$50,000. To conduct a general Hardware business. Directors: William A. Brown, Charles A. Williams and M. M. Williams.

Merkel, Tex.—The West Texas Hardware Co., capital \$20,000, has been incorporated. Incorporators: J. H. Crouch, W. A. Scott and M. M. Glover.

Morrisonville, Ill.—The Morrisonville Hardware and Stove Co. has filed certificate of incorporation. Capital stock, \$10,000. Charles A. Wyckoff, Harry E. Wadsworth, John W. Rule are the incorporators.

Oxford, Neb.—Howell Bros. will engage in the Hardware business.

Roanoke, Va.—The Roanoke Co-Operative Supply Co., Ltd., capital \$10,000, has been incorporated. Officers: J. W. Meaks, president; Jesse DeVilbiss, vice-president; W. R. Fowler, secretary and treasurer.

Tacoma, Wash.—C. H. Morse Co. has been incorporated with a capital stock of \$5,000. Incorporators, Charles H. Morse, Nels P. Pedersen and S. J. Pritchard.

Terrell, Tex.—Butler-Cain Hardware Co. has been incorporated. Capital, \$10,000. Incorporators—T. B. Butler of Dallas; Louis Lipshitz of Tyler; W. W. Cain and J. W. Meredith of Terrell.

Thayer, Neb.—J. D. Haver has engaged in the Hardware business.

Changes and Improvements.

Ackley, Iowa.—H. A. & G. L. Carstens have succeeded to the Hardware business of J. F. Carstens & Son.

Antwerp, N. Y.—Henry W. Moore, who has been in the Hardware business here for over twenty-five years, has sold his block to Shipple & Ford, who will take possession July 11.

Beaconsfield, Iowa.—Stephen Short has moved his Hardware store from Benton.

Carl Junction, Mo.—Fred Close is moving his Hardware stock to Webb City, Mo.

Carthage, Tex.—J. W. Miller has purchased the Hardware business of Lacy & Ross.

Chester, Neb.—B. F. Voltz has purchased the Hardware store of A. W. Hindman.

Cottonwood Falls, Kans.—F. V. Alford has purchased a half interest in the Hardware business of A. M. West.

Earlham, Iowa.—J. M. Cole has purchased the Hardware store of N. O. Garmon.

Filer, Ida.—The Filer Hardware Co. has sold its business to H. Triplett.

Granby, Mo.—Mitchell & Scholes have been succeeded in business by the Granby Hardware and Implement Co.

Hunter, Okla.—J. C. Heim has been succeeded in business by the Heim Hardware Co.

Idaho Falls, Ida.—Robert Snyder has sold his interest in the Griffith Hardware & Plumbing Co.

International Falls, Minn.—John Berg has sold his Hardware stock to the Green Hardware Co.

Jamestown, N. Y.—Elof Rosencrantz, Hardware merchant, has purchased the stock of goods in the store of Wiquist & Johnson, and will conduct the business himself in the future.

Jasonville, Ind.—John E. Young, who has been in the Hardware business here for several years, has sold his stock to Hunter & Hastings of Bloomfield.

Jefferson, Iowa.—The D. H. Huston Hardware store has been sold to the firm of Jones & Currie, two young men from Underwood and Neola.

La Crosse, Kans.—Mr. Grove has purchased the business of the La Crosse Hardware and Implement Co.

Lawrenceville, Va.—Sledge & Barkley will erect a three-story brick addition to their Main street Hardware store.

Maysville, I. T.—D. F. Rackley is moving his Hardware stock from Purcell.

McClelland, Iowa.—J. W. Rounds has succeeded to the Hardware business of Rounds & Schnepel.

McCool, Neb.—M. E. Borne has been succeeded in the Hardware business by M. E. Borne & Co.

Meade, Kans.—H. G. Marshall has been succeeded in the Hardware business by the H. G. Marshall Co.

Minneapolis, Minn.—Excavating has begun for the foundation of the new Warner Hardware company building at 13-

17 Sixth street South. The building, when completed, will cost \$85. It is to be of reinforced concrete throughout. The exterior will be of brown brick trimmed with terra cotta.

Pulaski, Iowa.—E. L. Wilson has purchased the Hardware store of L. C. Wilson.

Quincy, Kans.—C. F. Crooks has purchased the Hardware business of Belden & Jones.

Red Lake Falls, Minn.—Frank E. Hunt, who has been in business in this city for the past twenty-five years, has disposed of his Hardware stock to his son, Sam E., and G. Kankel, who will continue the business under the firm name of Hunt & Kankel.

Reed City, Mich.—Stoddard Bros., who have carried on a large retail Hardware business here for the past twenty years or more, have sold their stock and large double brick store on Upton avenue to the M. H. Callaghan Co., Hardware dealers here.

Rosendale, Mo.—G. H. Westcott has sold his Hardware store to the Scheffler Hardware Co.

Silver Leaf, N. D.—Hagen Bros. have added Hardware to their other lines.

Smithfield, Neb.—Biesegker & Bickford have succeeded to the Hardware business of J. L. Biesegker.

Snyder, Tex.—The Paxton Hardware Co. has sold its business to the Snyder Hardware Co.

Soldier, Ida.—C. F. Borden, of Shoshone, Ida., will establish a branch Hardware store here.

St. Louis, Mo.—The Schroeter Bros. Hardware Company which recently bought the Builders' Hardware department of the Simmons store, have secured the location at Nos. 717-719 Washington Avenue, to which place they will move their present business as soon as extensive alterations have been made.

Toledo, O.—The Bostwick-Braun Hardware company has increased its capital stock from \$300,000 to \$700,000. This increase in the stock is made necessary by the new building which the Bostwick-Braun company will erect at the corner of Summit and Perry streets.

Topeka, Kans.—The Hardware company of Griggs & Moneypenny, which has been located at 206 and 208 West Sixth street for many years, has moved to 419 and 421 Kansas avenue. The firm will occupy the double store and the basement under both buildings.

Vera, I. T.—Hadley Bros. have succeeded to the Hardware business of Gorman & Hadley.

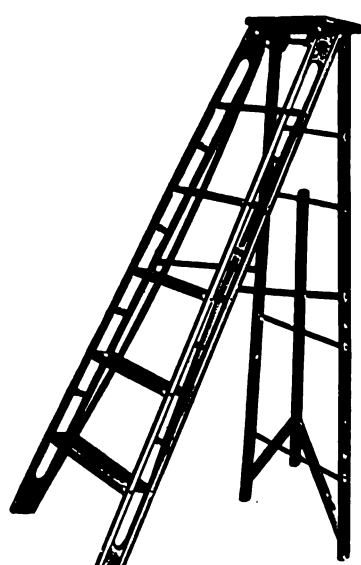
Vinita, I. T.—Mrs. F. A. & J. B. Klinefelter have purchased the retail store of the Vinita Hardware Co.

Wadena, Iowa.—C. A. Talcott has been succeeded in the Hardware business by Herring and Talcott.

Wapanucka, I. T.—Roberts, Wyroch & Co. have sold their Hardware business to the Ball Company.

Wilber, Neb.—Joseph Slobodney has sold his Hardware business to C. H. Eckery.

Wichita, Kan.—All of the stock of the Simmons Hardware company has been moved from the old Hockaday building to the new house on East First street.



"QUALITY MAKES OUR BUSINESS"

Maine Wood Novelty Company

—

WOODEN NOVELTIES

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HOUSE FURNISHING SPECIALTIES

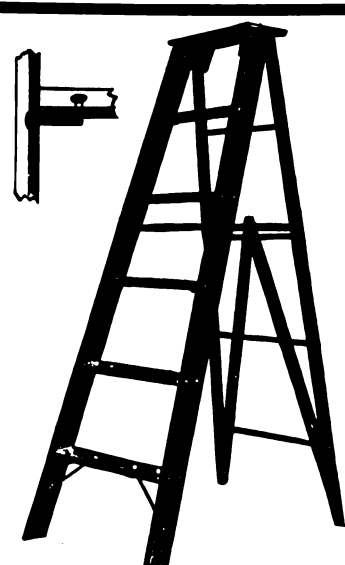
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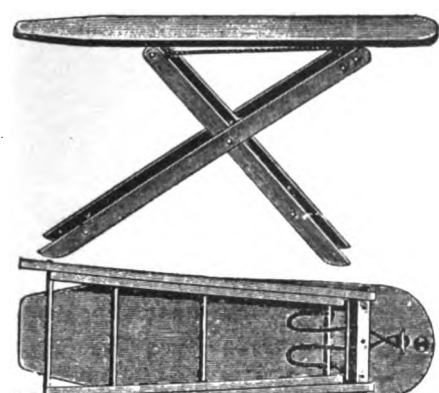
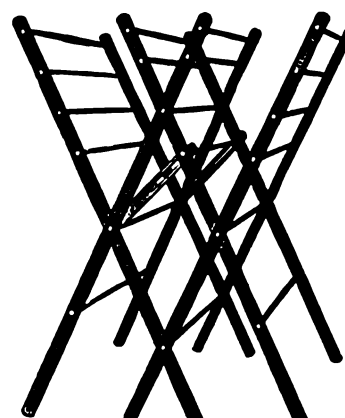
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HUNDREDS SOLD IN ROCHESTER ALONE!

Sufficient evidence that the "ROCHESTER ROTARY," operated by hand-power, water,--electric,--gas,--or gasoline motor, is making a tremendous hit with housewives.

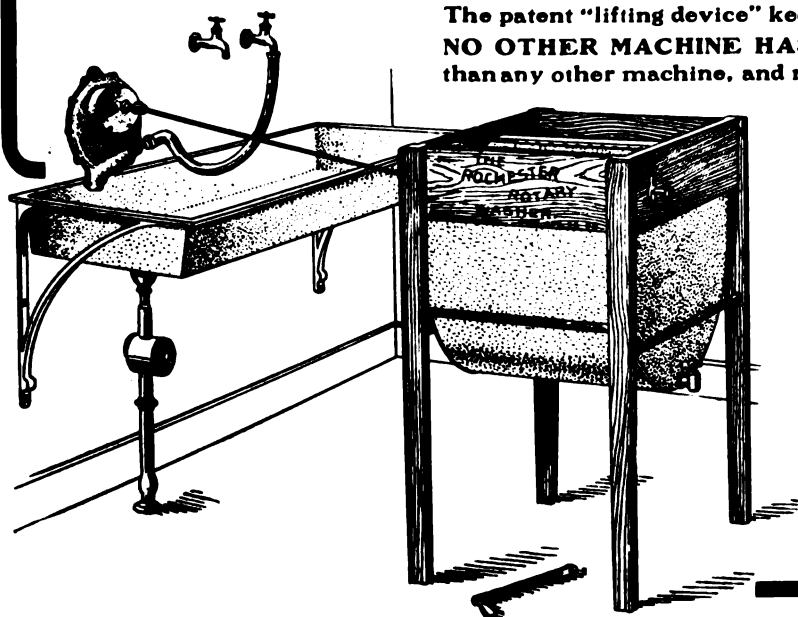
IT COSTS ONE CENT

by our water motor to wash a basketful: ten sheets or fifteen shirts IN LESS TIME THAN BY ANY OTHER WASHER,

The ROCHESTER ROTARY WASHER is BUILT ON A NEW PRINCIPLE.

The patent "lifting device" keeps clothes from packing.

NO OTHER MACHINE HAS THIS DEVICE. Has a deeper tank than any other machine, and no metal cylinder to rust clothes. Has



NO wooden tub to shrink, warp or rot.
milk-stool to tear clothes.
complicated gears or springs.
plug to spout water on floor.
tedious reverse motion.

Washes anything and more of it in less time than any other washer.

Useful as a table. Best washer made for domestic use. Special sizes for hotels and hospitals.

Write for Special proposition.

Mention HARDWARE.

ROCHESTER ROTARY WASHER CO.,
Rochester, N. Y.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Alton, Ill.—The Federal Tool Company, a new manufacturing plant, has begun work near Federal, just east of the city limits. The plant is owned by C. F. Herb and C. L. Beall, and will make wooden handles of all kinds.

Batavia, N. Y.—Papers of incorporation of the N. P. K. Polish Company have been filed. The company is formed to continue the business of manufacturing stove and nickel polish and Saffrol cream soap which Nathaniel P. Knapp has carried on about two years. It is provided in the papers that the authorized capital of the company shall be \$20,000. Mr. Knapp holding 100 shares, Hobart B. Cone five and Newell K. Cone two. These are the directors. The company's place of business is in the Bank of Genesee building.

Boston, Mass.—Collins Axe Co. has been incorporated to manufacture axes, edges, hatchets; capital, \$100,000. President, J. W. Collins; treasurer, F. P. Butman, Holbrook, Mass.; clerk, S. P. Wardner, No 28 State Street, Boston.

Branford, Conn.—The Atlantic Wire company has been incorporated with a capital of \$2,000. The incorporators are W. E. Hitchcock, J. W. Kent and M. F. Folk.

Brooklyn, N. Y.—The Atlantic Co. has been incorporated to manufacture Hardware and metallic products; capital, \$10,000. Incorporators: J. H. Sayres, P. H. Sayres, J. H. Cooke, Brooklyn.

Canton, O.—Announcement has been made that Canton capitalists have organized a \$400,000 company to erect in Canton an immense plant for the manufacture of enameled ware. The company's official title is The Republic Stamping and Enameling company. The incorporators are Charles H. Knight, Edward K. Sober, Louis A. Lotchot, W. G. Saxton and Jacob B. Snyder.

Detroit, Mich.—The Detroit Wire & Iron Works has been incorporated with a capital stock of \$10,000 to manufacture wire cloth, wire goods and wire work of every description. The officers are T. L. Smith, president and general manager; J. H. Gregg, vice-president; James I. Krauss, secretary and treasurer.

East St. Louis, Ill.—Articles of incorporation of the Taylor-Clark-Oberbeck stove company have been filed at Belleville. The incorporators are Carl T. Taylor, G. L. Clark and Fred Oberbeck; capital stock, \$30,000.

Jersey City, N. J.—The Flagg Cutlery Company has been incorporated. Capital \$100,000. Incorporators—James H. Flagg, John De Saulles and George M. Clark.

Newark, N. J.—National Sweeper Co. has been incorporated to manufacture carpet sweepers and carpet cleaning machines; capital, \$100,000. Incorporators: A. R. Palmer, C. C. Kern, T. R. Finan, Newark.

Quincy, Ill.—The Blank Mfg. Co. has been incorporated by Charles A. Blank, Homer M. Swope and Henry C. Wiethaupt. The company will manufacture galvanized steel chain pumps and tubing and all kinds

of sheet metal specialties in copper, brass, tin, etc.

Waterbury, Conn.—A certificate of incorporation has been filed by the Risdon Tool Works, Inc., which plans to make, design and sell dies, models, patterns, tools and machinery. Sidney A. Risdon, Charlotte A. Risdon and Wendell L. Shepard, all of Waterbury, are the incorporators. The authorized capital stock is \$15,000.

Worcester, Mass.—Hydraulic Packing Co. has been incorporated to manufacture and deal in elevator and pump packing; capital, \$10,000. President, Charles R. Lane, No. 10 Jaques Avenue; treasurer, Burt H. Beckwith, No. 340 Main Street; clerk, James M. Hoey, No. 81 Russell Street, Worcester, Mass.

Worcester, Mass.—International Mfg. Co. has been incorporated to manufacture tools. Capital, \$30,000. Incorporators: George A. Reed, William Thompson, Napoleon R. Thibert.

Changes and Improvements.

Anderson, Ind.—The Anderson Tool Co. which was recently reorganized, has added several new lines of manufacture, including a sanitary butter former, self computing butter machine, aluminum scoop and a putty knife. The company has built a large addition to its factory. The officers are J. A. Van Osdal, president; B. D. Emanuel, secretary, and H. G. Wilcox, treasurer.

Bridgeport, Conn.—Papers increasing the capital stock of the Bridgeport Hardware Mfg. Co. from \$75,000 to \$125,000 have been filed.

Columbus, O.—The Capital Lock-Nut & Washer Co. has increased its capital from \$3,000 to \$75,000. The president of the company is T. R. Ryan and the secretary is L. L. Ayres.

East Douglas, Mass.—The American Axe & Tool Co. is to make extensive additions to its works. A new machine shop, a tempering room and a third building will be constructed.

Frankfort, Ind.—The Frankfort Handle Company, composed of J. M. Cleveland, of Indianapolis, and H. C. Sheridan, T. N. Lucas, J. W. Palmer and C. H. Montgomery, of this city, has sold the Cleveland handle factory to G. B. Burrell, of Cleveland, O., and J. H. France and C. H. Wendt, of Ft. Wayne.

Fredericksburg, Va.—John T. Dale, of Chicago, owner of the Southern Foundry and Machine Works, of this city, has sold the plant to the Acme Mfg. Co. of New York. They will, in the near future, begin operations in manufacturing a patent churn, wickless oil stove, superior fire extinguisher, besides running a regular foundry and repair shop. John W. Fischer, of New York, is president, and E. D. Middlekuffs vice-president.

Hamilton, Ont.—The Hamilton Tool & Optical Co., Ltd., has been reorganized. H. Bernard and B. Broughton becoming large shareholders, and appointed to the directorate, A. Hutton being mechanical superintendent.

Kenton, O.—The plant of the Hardware Mfg. Co. will soon be enlarged very considerably. Plans and specifications are be-

ing drawn up, and work on the new building will be commenced as soon as possible. One of the new buildings will be a new foundry room 60x198 feet, and will give employment to twenty-eight additional moulders and increase the force of the balance of the factory in proportion.

Newark, N. J.—Extensive improvements are now under way at the Valley Forge Cutlery Company's plant, 24 South Sixth Street, owing to the greatly increased business during recent years. The largest one under way is a three-story and basement building of brick and slow burning mill construction, having 24,000 square feet of manufacturing floor space. This is built directly adjoining the old building on the north with a frontage of 57 and a depth of 257 feet.

New Castle, Ind.—Excavation work has commenced for the additions to the Hoosier Mfg. Co. plant, which will be rushed to completion as soon as possible. Four buildings will be erected, each of brick and two stories high, and when completed the plant will be one of the largest kitchen cabinet factories of its kind. The increased size will necessitate the employment of an additional 100 men.

New Haven, Conn.—The Union Horse Nail Company, has filed a certificate of increase of capital stock from \$150,000 to \$300,000.

Omaha, Neb.—The Larsen-Baker Ice Machine Co. has just completed some very extensive improvements at its plant which have materially increased their capacity and further extensions are necessary. The company increased its capital stock from \$150,000 to \$250,000, for the purpose of making these improvements and buying the necessary equipment.

Pine Meadow, Conn.—The Chapin-Stephens Co., manufacturers of rules, planes, levels, gauges, etc., is to make extensive improvements to its plant this season. A water power acquired some two years ago with the Chapin machine shop property will be developed and a new turbine water wheel installed. The Chapin Building, a two-story structure, 30x180 feet, has been renovated.

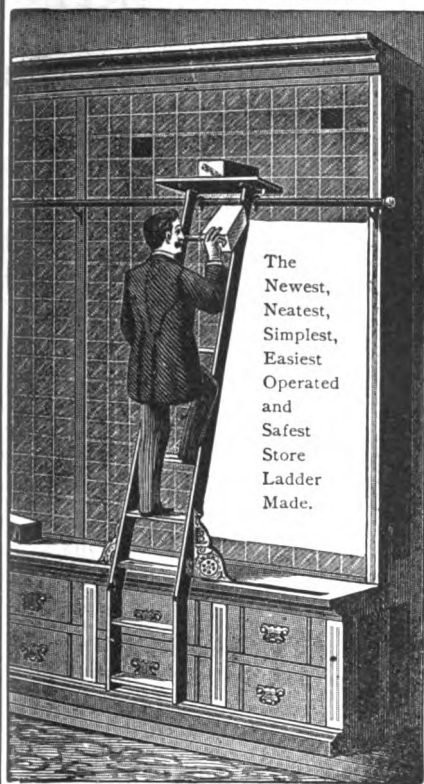
Springfield, Mo.—The United Iron Works Co., which operates several plants in different States, contemplates the erection of a new machine shop, 150x200 feet, in Springfield. The new shop is to be equipped with an electric crane and other modern machinery. At this plant boilers, engines, coal mining and ice and refrigerating machinery are manufactured.

Torrington, Conn.—The Union Hardware Company has begun the erection of buildings for the increase of its plant, which will cost from \$30,000 to \$40,000. One building will be of brick, two stories, 132 by 30 feet. A store house 362 by 30 feet will be of fire proof construction, and a second shed will be 61 by 31 feet.

Vassar, Mich.—The Parker Plow Co., which manufactures plows, sleighs and general castings, will leave this place on July 1 for Richmond, that town having raised a bonus of \$1,000 and will give a large manufacturing building at \$5,000, taking that much stock. The firm will be re-incorporated and capitalized at \$25,000. John Parker of this place owning the controlling interest.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



The
Newest,
Neatest,
Simplest,
Easiest
Operated
and
Safest
Store
Ladder
Made.

Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ILL.



PELOUZE FAMILY SCALES

With New Extra Large Finish Dial

Capacity 24 pounds by ounces.

In price as low as, but superior to other makes in many ways. It's the best and most finely finished scale on the market.

Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

No. Ego Silver dial, steel platform

No. Tgo Silver dial, tin scoop

No. Bgo Silver dial, brass scoop

No. 92½ Brass dial, tile platform

Order through your jobber.

Insist on Pelouze Scales with extra large Silver Finish Dial.

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.

THE AMERICAN COMBINED LEVEL AND GRADE FINDER

SOMETHING ALTOGETHER NEW.

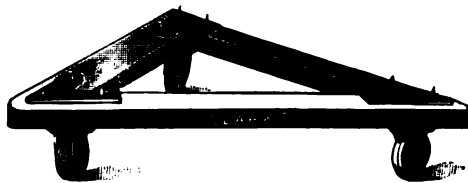
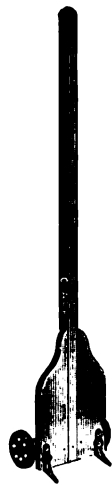


All progressive and up-to-date Mechanics, Machinists, Carpenters, Bricklayers, Masons, Plumbers, Millwrights, Road Supervisors, Track Foremen, Surveyors, Architects, Civil Engineers and others will find it indispensable, most practicable, durable and convenient for all forms of grading, laying out roads, landscape gardening, placing of pipes for drainage, getting fall of water, getting grade of hills for automobilists, cutting of rafters, laying off and leveling buildings, getting height of any object, etc.

Special Terms to Hardware Trade.

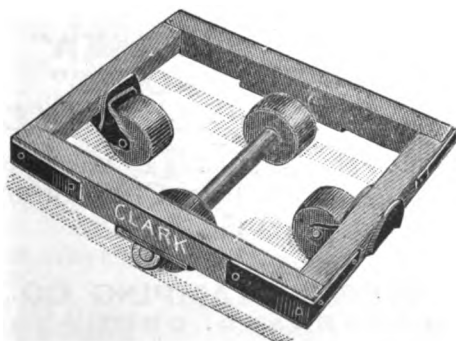


EDWARD HELB, Railroad, Pa., Manufacturer.



The Clark Trucks

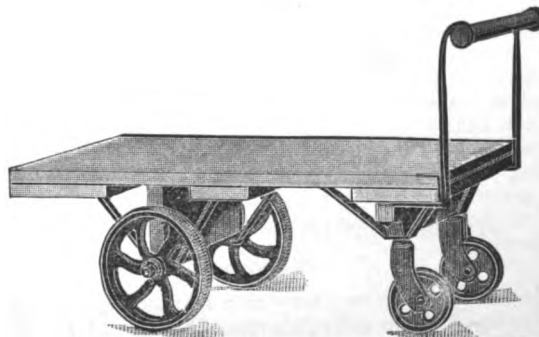
are strong and well built and cannot be excelled for strength and durability. Get our prices, then order, and be assured that you have the best made.



Dept. A.

THE GEO. P. CLARK CO.

WINDSOR LOCKS,
CONN.



BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Canton, N. Y.—J. B. Bushton has incorporated to construct canoes and boats; capital, \$15,000. Incorporators: L. P. Rushton, W. N. Beard, G. H. Bowers, Canton, N. Y.

Hamburg, Pa.—Lemon Fister and Levi Williamson have formed a partnership; firm style, Fister, Williamson & Co.

New Haven, Conn.—The John H. Pardee company has filed a certificate of incorporation. The authorized capital stock is \$5,000. The incorporators are John H. Pardee, Frank A. Barrows, Carrie F. B. Pardee and Agnes K. Barrows, all of New Haven. The company will make and deal in sporting goods, toys, etc.

New York.—F. A. O. Schwartz has incorporated for the purpose of manufacturing toys; capital \$200,000. Directors: H. F. Schwartz, New York; M. Debevaise, Summit, N. J.; R. S. Mead, Jr., Briarcliffe Manor, N. Y.

Niagara Falls, N. Y.—G. & J. M. Rae's well known sport outfitting establishment has re-opened at 106 Falls street.

Pittston, Pa.—Garrison's new store is located at 24 North Main street, opposite Williams street, and is stocked with electrical goods, athletic and base-ball goods of all kinds, bicycles in all the leading makes and phonographs.

Savannah, Ga.—Henry P. Thompson and C. W. Gasque, under the firm name of Thompson & Co. have opened up a new store.

Traverse City, Mich.—J. W. Houghton and George Manning have opened a new store.

Changes and Improvements.

Bedford, Iowa.—Willis & Hook, of Bedford, Iowa, are successors to the Hardware and sporting goods business formerly conducted by C. L. Willis.

Bennington, Vt.—E. T. Griswold has purchased the sporting goods store of J. L. McGurk, this making the third time within a year that Mr. Griswold has bought out a competitor. This is the old firm of E. B. Griswold & Son, established in 1875.

Burlington, Vt.—Smith Bros., dealers in sporting goods, have added a bicycle department to their business.

Chicago, Ill.—Jacob Willig, manufacturer of gymnastic apparatus and gymnasium equipments, has removed his office and factory from 71 Washington street, to 117-119 North Peoria street.

Chicago, Ill.—The Excelsior Automobile Supply Co. is a new concern established this Spring at 1436-1438 Michigan avenue, and Paul F. Platt, formerly of Denver, is the manager. The building, especially erected for this trade, occupies a lot 50x175 feet, has double store front and is three stories in height.

Exeter, Cal.—W. E. Wild has enlarged his sporting goods business by the purchase of the entire stock of sporting goods and bicycles owned by the Auto Hardware Company. Mr. Wild owns two stores.

Milwaukee, Wis.—The entire sporting goods line of W. L. Candee, of 411 Milwaukee street, has been purchased by Gimbell Brothers, of that city.

Nashville, Tenn.—The Hardware and sporting goods business of Clark & Jennings will hereafter be conducted by Dan G. Clark, Jr.

Steele City, Neb.—The Hardware and sporting goods business of B. L. Tripp has been purchased by H. A. Clapp.

Winona, Minn.—The Eagle Electro Plating Company, soon to occupy the premises at 51 West Second street, will consist of three departments; a sporting goods store, a taxidermist's shop and an electric plating works. Everything in the way of sporting and athletic goods for both indoor and outdoor uses will be handled.

Fires.

Bridgeport, Conn.—Four magazines on

the testing grounds of the Union Metallic Cartridge Co., of Bridgeport, Conn., exploded recently, rocking the city and doing considerable property damage. Two explosions with but a second's interval were heard in many parts of the State. Windows were shattered and a panic occurred among the inhabitants of the city. The four magazines contained 25,000 pounds of powder each. So far as is known, no person was injured.

Corsicana, Tex.—J. F. Lamb, fire; loss, \$750.

Indianapolis, Ind.—Sears Bros. Co., 809 Massachusetts avenue; loss about \$500.

Xenia, Ohio.—Officers of the Miami Powder Company estimate that the losses resulting from the explosion of the glazing mill at one of their plants will approximate \$12,000. This includes the loss of 12½ tons of finished powder.

Burglaries.

Alexandria, Md.—Thieves broke into the sporting goods store of Robert E. Knight, of 621 King street, a short time ago, and carried off a half-dozen revolvers, a quantity of baseball goods, bicycle lamps and razors.

St. Joseph, Mo.—The gun repair shop of J. F. Mitchell, 615 Messanie street, was broken into recently by burglars. Ten dollars in cash, a number of fine revolvers and several hundred cartridges were taken.

Miscellaneous.

Buffalo, N. Y.—The following officers were elected at the last meeting of the Standard Wheeling Club: President, Ernest Landes; vice-president, John Dick; financial secretary, Joe Nuerohr; recording secretary, George Clark; treasurer, William Spriser; sergeant-at-arms, William Adams; captain, C. J. Smith.

Colorado Springs, Colo.—The Pike's Peak Motorcycle Club has been organized with some twenty members and these temporary officers: President, G. W. Blake; secretary, F. W. Davis; treasurer, C. M. Angell.

COLUMBUS SHOW CASE Co., Columbus, Ga., and 716 Broadway, New York, are the publishers of a catalogue entitled "Store Interiors," which will be found of interest to every dealer. Interior views are given of stores of various kinds throughout the country, accompanied by testimonials, as this company are designers and manufacturers of all kinds of show cases, store furniture, etc. In the foreword they state: "Look through this booklet carefully and we assure you it will be time well spent even for the very busy merchant—you will get ideas upon which you can build. After you have gone through, write and outline the arrangement you desire and let us make you plans and offer suggestions. If you are a successful merchant, you can be of great assistance to your customers in making their selections; likewise, knowing our business, being experts in our line, we believe that we can help you. Another thing; don't fail to read what our customers have to say in regard to our work. Satisfaction goes a long way in equipping your store. You will probably spend the greater part of your life in your store, and your customer will see your equipment every hour in the day as long as you are in business."

LACONICS.

He submits to be seen through a microscope, who suffers himself to be caught in a fit of passion.—*Lavater.*

The way to gain a good reputation is to endeavor to be what you desire to appear.—*Socrates.*

Ready! Aim! Fire!



Ask your jobber, now, to book your order for Steel Snow

Shovels, Furnace Shovels and Sidewalk Cleaners.



"ALASKA"
"TROPIC"
"KLONDIKE"

The Brands to stipulate if you want First Class, Strong Goods.



Catalogue Free.

THE AVERY STAMPING CO.
CLEVELAND, OHIO

Mfrs. "Never-Break" Cooking Utensils.



The "FOLLETT"
NUMBERING MACHINE
PRICE \$5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.



THE SCHWERTLE STAMP CO.,
STENCILS—BURNING BRANDS
STEEL STAMPS & DIES—
SEALS—MACH. PLATES—CHECKS—
BRIDGEPORT, CONN.

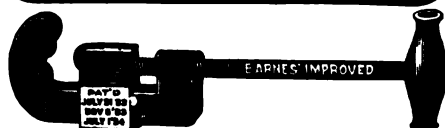
Barrett Glass Cutters

Best in quality. Unsurpassed as sellers.
Get prices from

W. L. Barrett, Bristol, Conn.

GENUINE BARNES' PIPE CUTTERS

get around the question of profits
in pipe cutters.



Thereputation they sustain for excellence
makes them quick sellers.

Write us for catalog and prices.

BARNES TOOL COMPANY
New Haven, Conn.

4th of
July



Celebrate Safely.

That's the most important part of the celebration.

The best combination is a reliable firearm and blank cartridges.

"H & R" Revolvers are preferred by the "boys" and careful parents.

Avoid high explosives and dangerous toys. Especially adapted for the Fourth of July trade:

Young America Double Action .22 Cal. R. F.

Young America Double Action .32 Cal. C. F.

Young America Bull Dog - .32 Cal. R. F.

H. & R. Double Action, M-1905, .32 Cal. C. F.

Sold by the leading Jobbers. Write for Catalog and place your order early.

HARRINGTON & RICHARDSON ARMS CO.,

Makers of H. & R. Single Guns. WORCESTER, MASS.

Mention HARDWARE.

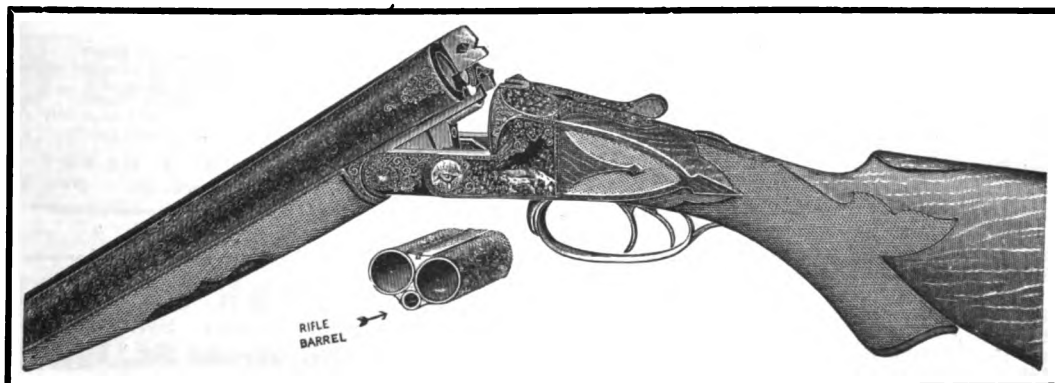
"Mr. Dealer" Have You Seen A Three Barrel.

TWO SHOT BARRELS AND RIFLE COMBINED

LIGHT WEIGHT
6½-7½ Lbs.
PERFECT BALANCE

Write Your Jobber For
Catalog and Discounts.

\$65.00 List



Variety of Gauges and Calibres.

The Coming Gun for all Classes of Game, as the Hunter is Always Ready for Anything he may Come Across, whether it be Deer, Bear or Quail.

Box 1018.

THE THREE-BARREL GUN CO., Moundsville, W. Va.



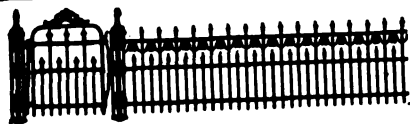
Hardwaremen's Exchange

Notices of **HELP WANTED** or **SITUATIONS WANTED** will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of **SIDE LINE OFFERED**, **SIDE LINE WANTED** and **ALL OTHER NOTICES**, two cents per word. No ad. received less than three lines

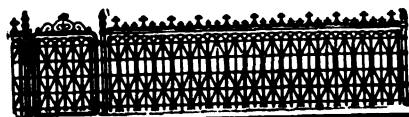
Wanted.

WANTED.—Eastern Selling Agency by two young hustling business getters, Hardware and electrical specialties preferred. Salary or commission. Address, Experienced, care of Hardware Publishing Company.

WANTED—Agency for good American Hardware manufacturer by established merchant. H. Stalham, offices 71 Victoria Street, Toronto.



LAWN FENCE Strong and durable for Churches, Lawns, Cemeteries. Substantial, hustling dealers wanted in each town and city. We manufacture a heavy Malleable and Steel Picket Fence—34 different designs. Prices that will make you money. Catalog Free. Address Box 41, WARD FENCE CO., Portland, Ind.



Custom Made FLY SCREENS

Fine Goods. Reasonable Prices. Good Profits to Dealers. No Investment. Agency Outfit Free. **Wm. A. J. Phillips Co., Fenton, Mich.** 23 Years Experience. 3/4 Acres Floors.

It Has a Gauge.

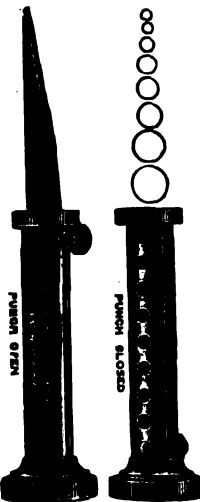
No Guess Work.

The ROGERS BELT PUNCH

is designed as a belt punch and nothing else. It is no make shift. It will punch any number of any size holes from one-sixteenth to three-eighths inch in diameter, and punch them all the same size.

Thousands sold to Threshermen, Saw-mill Men, Users of Belted Machinery, Harness Makers and Farmers everywhere. Can be carried in the vest pocket.

Always Ready. Write for Special Prices. The Biggest Seller on the market. WILL 50% PROFIT INTEREST YOU?



One-half actual size.

Address

THE SATTLEY STACKER COMPANY
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The Klip-Klip

Family
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Klip-Klip Premo

A small, neat, highly finished nail clipper.

Klip-Klip cleans, trims, files the nails. Made of solid German Silver.

Klip-Klip Junior made of steel, nickel-plated, strong, neat, compact.

Klip-Klip Duo has a separate cutter for cigars.

Klip-Klip Key Ring with cigar-cutting attachment.

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All Quick Sellers.

Ask your jobber or write us

KLIP-KLIP CO.,
572 Clinton Ave.,
ROCHESTER, N. Y.



The Superior Door Holder

holds the door open without injury to floors or carpets.

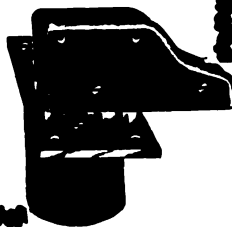
Operated by foot pressure. Adjusts itself to any unevenness of the floor.

Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.

Superior Spring Hinge Co.,

15 So. Canal St.,
Chicago, Ill.



No. 602 "Napanoch" Pocket Knife Tool Kit.

Most Useful. Warranted. Made in America.
Price \$2.25 each.



With more of less frequency almost every one has use for a Knife, Saw, Chisel or Screw Driver, and this outfit is practical, yet so small, being contained in a Leather Pocket Book 4 1/4 x 2 3/4 inches, that the owner, by carrying it in his pocket, always has it at hand for immediate use, whether Camping, Boating, Teaming, Driving, in the Shop, Factory, Office, Store, Warehouse, Automobile, on the Farm, Bicy-

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Mr. Dealer, send us a card for illustrated circular and trade prices.

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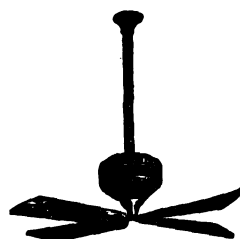
My New Method brings quick results. Send for booklet.
O. J. HAEGLER, 14 So. Broad St. Phila., Pa.

FANS

WATER FANS FOR DESK AND WALL ONLY
ELECTRIC FANS FOR CEILING, DESK, WALL OR COLUMN, ANY VOLTAGE.
ALSO WATER MOTORS AND BELT DRIVEN FANS.

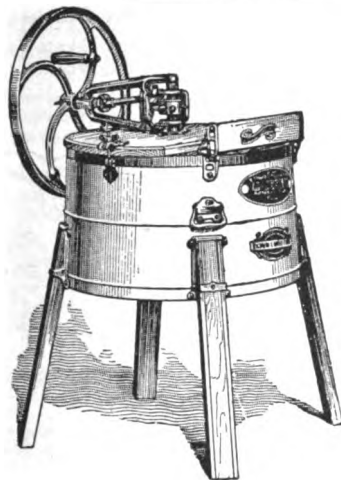
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D. L. RATES & BROTHER, Dayton, O.



Two of the World's Winners

The MAJESTIC WASHING MACHINE



We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

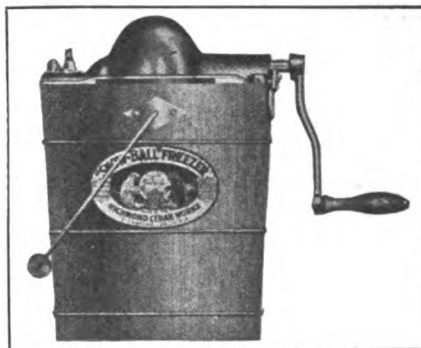
Does that tell the story?

We will verify these
figures if you wish us to.

It is the quickest sel-
ler and commands the
biggest profit to you of
any Washing Machine
made. That is why you
should sell it. The tub

of the **Majestic** is made of selected **Virginia White Cedar**, and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops**, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL

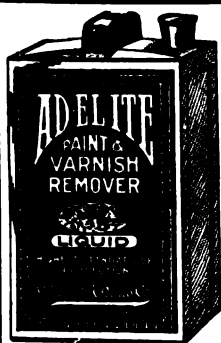


FREEZER

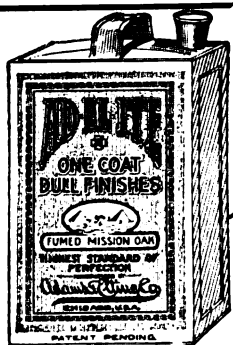
AFTER telling you what we have done with the **Majestic** Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer**. It is as good a freezer as the **Majestic** is a Washing Machine. The **Snow Ball** tub is made also of **Virginia White Cedar**, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are **JOBBER** or **DEALER** write
us to-day for particulars and prices which will
surprise you.

RICHMOND CEDAR WORKS.
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.



DO YOU
CARRY
THIS
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MAKING
PAIR OF



AD-EL-ITES?

These are money makers for you *because the goods sell.* They sell because 1st. They have merit. 2nd. There is a general demand for such goods. 3rd. They are advertised so widely that purchasers know of them and ask for them. : : : :

YOU MAKE A CLEAN 35% PROFIT ON THEM.

Spring time is the best Ad-el-ite time. Let us quote you on a trial order. Our Catalogue *Free.* : : : : : :

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SELLING AGENT
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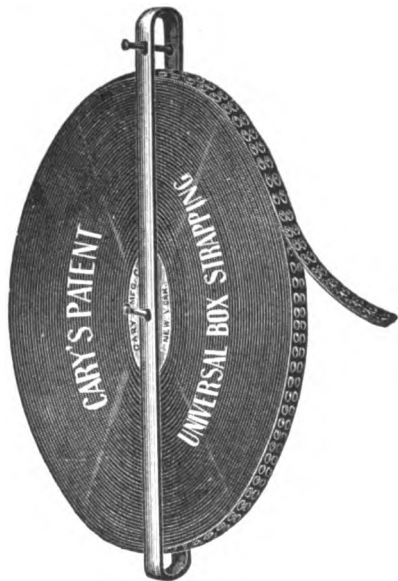
DISSTON SAWS

THEY
DEVELOP
TRADE.

HENRY DISSTON & SONS, INC.
PHILADELPHIA, PA.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



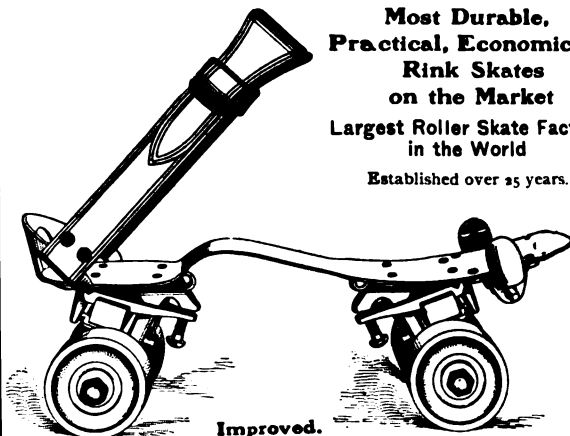
Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{2}$, $\frac{3}{8}$, $\frac{1}{4}$ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

M. C. Henley's Roller Skates

**Most Durable,
Practical, Economical
Rink Skates
on the Market**
Largest Roller Skate Factory
in the World
Established over 25 years.



**"The Easiest and Lightest Running Skate on Earth."
Used in All Principal Rinks.**

Spring Steel Foot Plates. Rubber Cushions between trucks and foot plate. Trucks instantly removed or replaced. Finest construction—one of the most desirable features being the light weight of these Ball Bearing Skates. Full nicked or bronze finish.

Ball Bearing Noiseless Club Skate.

STEEL OR BOXWOOD WHEELS.

POLO--- Complete Polo Outfits, including Polo Goal Cages, Arena Guard Nets, Polo Skates (professional and amateur) Polo Shoes, Leg Guards, Polo Balls, Finest Grade Hickory Polo Sticks, Polo Suits. Over two million Henley Skates sold in the U. S.

Send for Catalogue and Official Polo Guide.

M. C. HENLEY, Richmond, Ind.

Wrings the Mop dry



These are the wringers that sell.



Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. Pressure that wrings mop is from a *spring*, not from the foot. Two springs, one on either side are independent of each other, pressure adjusts itself to any unevenness of mop—wrings all of mop thoroughly.

Tub is strong and extra braced. Rollers are solid maple and *never* stick. Attractively labeled—make good display in your store—sure to please customers.

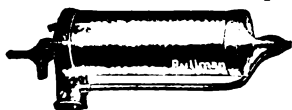
Ask your jobber.

THE DANA MFG. CO., Cincinnati.



10 Warren Street, N. Y.

FOURTH SEASON OF "PULLMAN" SCREEN DOOR CHECK



No other Check so perfect in principle and material, or so satisfactory as to working and wearing qualities.

Polished brass cylinder: all the remainder cold steel.

Send for New Catalog of Hardware Specialties.

PULLMAN MFG. COMPANY,
ROCHESTER, N. Y., U. S. A.

PAINTS, OILS AND COLORS.

Oils

| | |
|--|---------|
| Linseed, City, raw, in barrels, $\frac{1}{2}$ gal. | 42c |
| Linseed, City, boiled, in bbls., " " | 45c |
| Out of Town, on spot, $\frac{1}{2}$ gal. | 41c |
| Calcutta, raw, in barrels, $\frac{1}{2}$ gal. | 65c |
| Lard, prime city, $\frac{1}{2}$ gal. | 68c@70c |
| Lard extra, No. 1 | 48c@49c |
| Lard, No. 1 | 38c@40c |

Paints and Colors

| | |
|--|---------------|
| Barytes, Foreign floated, $\frac{1}{2}$ ton | \$17.50@19.00 |
| Barytes, American floated, $\frac{1}{2}$ ton | \$18.00@19.00 |
| White Lead, American, dry, in bbls., $\frac{1}{2}$ lb. | 65c |
| White Lead, American, in oil, in lots of less than 500 lbs., $\frac{1}{2}$ lb. net | 75c |
| In lots of 500 lbs. and over, $\frac{1}{2}$ lb. | 75c |
| White Lead Eng. in oil, $\frac{1}{2}$ lb. | 85c@90c |
| Zinc, American dry, $\frac{1}{2}$ lb. | 45c@46c |

| | |
|---|--------------|
| Putty, Commercial— $\frac{1}{2}$ 100 lb | |
| in bladders | \$1.25 @1.35 |
| in bbls or tubes | 1.30 @1.40 |
| in 1 lb. to 5 lb cans | 2.20 @2.30 |
| in 12 1/2 to 20 lb cans | \$2.25 1.25 |

Spirits Turpentine

| | |
|------------------|-------------|
| In regular bbls. | 67c@67 1/2c |
| In machine bbls. | 67 1/2c@68c |

Dry Colors

| | |
|-----------------------------------|---------|
| Blue, Chinese | 20c@25c |
| Blue, Prussian | 20c@25c |
| Blue, Ultramarine | 20c@25c |
| Sienna, Italian, burnt & powdered | 20c@25c |
| Sienna, Italian, raw & powdered | 20c@25c |
| Umber, Turkey, burnt | 20c@25c |
| Umber, Turkey, raw | 20c@25c |
| Green, Chrome, ordinary | 15c@16c |
| Green, Paris, in kegs | 15c@16c |
| Indian, Red, American | 20c@25c |
| Indian, Red, English | 45c@50c |

Colors in Oil

| | |
|-------------------|---------|
| Black Ivory, best | 10c@12c |
| Blue, Chinese | 20c@25c |
| Blue, Prussian | 20c@25c |
| Blue, Ultramarine | 14c@16c |
| Sienna, burnt | 20c@25c |
| Sienna, raw | 20c@25c |
| Umber, burnt | 11c@12c |
| Umber, raw | 11c@12c |

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

| | |
|--------------|--------------|
| Eley's E. B. | 52@55c |
| G. D. | per M 54@55c |
| F. L. | per M 40@42c |
| G. E. | per M 48@50c |
| Market. | per M 52@53c |

PRIMERS—

| | |
|--|-------|
| Berdan Primers \$2.00 per M. | 20@25 |
| B. L. Caps (Sturtevant Shells) \$2.00 per M. | 20@25 |
| All other Primers per M. \$1.50 to \$1.60. | |

CARTRIDGES—

| | |
|------------------------------|--------|
| Blank Cartridges | |
| 30 C. F. | 10@55 |
| 30 C. F., \$1.00. | 10@55 |
| 30 cal. Rim. | 10@55 |
| 30 cal. Rim, \$2.75. | 10@55 |
| B. B. Caps. Con. Ball, swgd. | \$1.90 |
| B. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 25 |
| Target and Sporting Rifle. | 15@55 |
| Primed Shells and Bullets. | 15@105 |
| Rim Fire Sporting. | 50 |
| Rim Fire Military. | 15@55 |

SHELLS, EMPTY—

| | |
|--|-------|
| Brass Shells | |
| First quality, all gauges. | 60@55 |
| Climax, Club, Rival, 10 and 12 gage. | 65@55 |
| Paper Shells | |
| Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge. | 25@55 |
| Blue Rival, New Climax, Challenge, Monarch, DeLancey, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge. | 30 |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 25 |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 20 |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge. | 33 |

SHELLS, LOADED—

| | |
|------------------------------------|--------|
| Black Powder. | 40 |
| Smokeless Powder, medium grade. | 40@45 |
| Smokeless Powder, high grade. | 40@105 |
| SHOT— | |
| Drop, up to B 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Buck, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |

GUN WADS—\$1000—

| | |
|-----------------------------|-------------|
| B. E., 11 up. | \$.60 |
| B. E., 9 and 10. | .70 |
| B. E., 8. | .80 |
| B. E., 7. | .80 |
| P. E., 11 up. | 1.00 |
| P. E., 9 and 10. | 1.00 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Ely's B. E., 11 and larger. | \$1.70@1.75 |
| Ely's P. E., 12 to 30. | \$3.00@3.25 |

Animal Pokes

| | |
|---------------------|--------|
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye. | \$3.25 |
| Western. | 4.00 |

Anti-Rattlers

| | |
|---|-------------|
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00 |
| Burton's, ¢ doz. pair, Nos. 2 and 5. | 50c |
| Per doz. pair, No. 1. | 75c |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | ¢ Gro. |
| Daley, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.40 |

Anvils

| | |
|----------------------------------|--------|
| American "Horse-Shoe" | 9½c |
| Arm and Hammer. | 1½@4½c |
| Eagle Anvil, ½ lb. net. | 8½@7c |
| Hay-Budden, Wrought. | 9c@¼c |
| Peter Wright's. | 10½c |
| Trenton. | 9c@¼c |
| Columbian, all steel, ½ lb. net. | 9c |

ANVIL AND VISE COMBINED—

| | |
|------------------------------|-----------------|
| Miller's Falls (with drill). | \$18.00, 15@105 |
|------------------------------|-----------------|

Augers and Auger Bits

| | |
|------------------------------------|------------|
| Boring Machine Snells. | 70c |
| Conn. Auger Bits. | 75@75½c |
| Forstner Pat. Bits. | 25 |
| Ford Auger Bit Co. | |
| Auger Bits. | 40@40½c |
| Car Bits. | |
| Machine Bits. | |
| C. E. Jennings & Co. | |
| Double Spur pattern car, No. 30. | 40@7½@105 |
| Noble Double Spur, No. 32. | 55@105 |
| No. 10, Extension Lip. | 25@105 |
| Car Bits, No. 10. | 25@105 |
| Car Bits, No. 30. | 40@7½@105 |
| Ring Augers. | 65@105 |
| Jennings' Pattern. | 50@105@105 |
| Snell's Auger and Car Bits. | Extra. |
| No. 1. | 40@105@105 |
| Russell Jennings' Augers and Bits. | 25@105@105 |

HOLLOW AUGERS—

| | |
|--------------------------|------------|
| Ames. | 25@105 |
| Bonney's Adjustable. | 25.50@4.00 |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25@105 |
| Miller's Falls, Goodall. | 15@7½@105 |
| Universal, each \$4.50. | 25 |

EXPANSIVE BITS—

| | |
|------------------------------------|---------|
| C. E. Jennings & Co., Steers' Pat. | 35½@105 |
| Clark's small, \$18. | 50@105 |
| Clark's large, \$28. | 50@105 |
| Ives' Model, ¢ doz. \$80. | 50 |

DOUBLE CUT GIMLET BITS—

| | |
|---------------------------------|-------------|
| Common, net. | \$2.00@3.25 |
| German Pattern, net. | \$4.00@5.75 |
| Mayhew's Diamond ¢ doz. \$1.25. | 40c |
| C. E. Jennings & Co. | 45@105 |
| Ladda. | 60@105 |
| Mayhew's. | 40@105 |
| Snell's Bell Hangers. | 60 |

TWIST DRILLS—

| | |
|---------------------------|------------|
| Bit Stock. | 60@105@105 |
| Taper and Straight Shank. | 60@105@105 |
| SHIP AUGERS AND BITS— | |
| Ford Auger Bit Co. | 35½@55 |
| L'Hommiedien's. | 15 |
| Snell's. | 40@105 |
| Watrous. | 35@55 |

Awl and Auger Handles

| | |
|--------------------------------------|-------------|
| See Handles | |
| Awls | Per Gro. |
| Handled Brad. | \$2.75@3.00 |
| Handled Scratch. | \$4.50@4.00 |
| Patent Peg. | 51@24c |
| Sewing, Com. | 88c@1.00 |
| Shouldered Peg. | 65@70c |
| Shouldered Brad. | 65@66c |
| Socket Scratch ¢ doz. | \$1.00 |
| Stanley Rule and Level Handled Brad. | 45 |

Awl and Tool Sets

| | |
|--|--------|
| Alken's Awls and Tools: | |
| No. 10, ¢ doz. \$7.50; No. 20, ¢ doz. | \$10. |
| Brad Set. | 60@105 |
| No. 42, \$10.50; No. 48, \$12.50. | 70 |
| Fray's Adj. Tool Hdlr, Nos. 1, \$12; 2, \$18; 3, \$12; 4, \$5; 5, \$7. | 50 |
| Ice Awls. | 55 |
| Miller's Falls Adj. Tool Holders: | |
| No. 1, \$12; 2, \$12; 3, \$12; 4, \$18. | 15@105 |
| C. E. Jennings & Co's. Adj. Tool Hdlr. | 35½ |
| Rollis Hdw. Co., Adj. Tool Holders, No. 1, \$18. | 80 |

Axes

| | |
|---------------------------|--------|
| Single Bit, base weights: | |
| First Quality. | \$5.00 |
| Second Quality. | \$4.50 |
| Double Bit, base weights: | |
| First Quality. | \$7.50 |
| Second Quality. | 6.75 |

HATCHETS—

| | |
|--|--------|
| Hunt's, Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50 |
| Broad and Bbl. | 40@105 |
| Boy's Axes. | 50 |
| Peck Edge Tool Co. | |
| Hatchets, shingling, etc. | 50 |
| Broad and Bbl. | 40@105 |
| Boy's Axes and Hatchets. | 50 |

Axle Grease

| | |
|---------------------------------|----------|
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (35 in case). | 15 ea. |
| 2 " " " " | 25 " |
| 10 " " " " (5 in case). | \$1.20 " |
| 25 " " " " | 2.75 " |
| 50 " " " " | 5.00 " |
| 100 " " " " | 9.00 " |
| 200 " " " " | 17.50 " |
| 375-400 lb. | 34½b |
| Snow Flake: | |
| One-quart cans, ¢ doz. | \$ 2.00 |
| Two-quart cans, ¢ doz. | 3.20 |
| One-gallon cans, ¢ doz. | 6.00 |
| Five-gallon cans, ¢ doz. | 24.00 |
| Quarter bbls. (15 gal.), ¢ gal. | 45 |
| One-half bbls. ¢ gal. | 40 |
| Bbls., ¢ gal. | 35 |

Balances, Spring

| | |
|------------------------------|----|
| Chatillon's: | |
| Light, class A. | 50 |
| Circular Balances, class C. | 50 |
| Ice Balances, class B. | 50 |
| Straight Balances, Class A1. | 50 |
| Class A2. | 50 |
| Class D. E. F. | 50 |
| Class G. | 20 |

Balances, Sash

| | |
|-------------|------------|
| Caldwell's. | 50 |
| Pullman's. | 50@105@105 |

Beef Shavers

| | |
|-------------------------|-------|
| Enterprise: | |
| Japanned, each, \$3.00. | 25@30 |
| Tinned, each, \$10.50. | 25@30 |

Bells

| | |
|-----------------------------|-----------|
| HAND— | |
| Hand Bells, polished brass. | 60@60@105 |
| Pure bell metal. | 80 |
| Silver chime. | 35@55 |
| White metal. | 50 |

DOOR—

| | |
|----------------|--------|
| Trip, Gem. | 50@105 |
| Gong, Abbe's. | 45 |
| Gong, Tanke's. | 55 |
| New Departure. | |
| Rotary. | 80@105 |
| Push. | 55 |

COW—

| | |
|---------------------------|------------|
| Common wrought. | 75@75½@105 |
| Kentucky. | 70@70½@105 |
| Kentucky, Sargent's list. | 70 |
| Texas Star. | 80 |
| Western, Sargent's list. | 70@70½@105 |

Bellows

| | |
|--------------|------------|
| Blacksmiths. | 65@105@705 |
| Hand. | 25@105 |
| Moulders. | 25@105 |

Belting Rubber

| | |
|------------------------------------|--------|
| Roston Belting Co: | |
| "Boston". | 50 |
| "Imperial," seamless stitched. | 45 |
| Niagara. | 60 |
| New Jersey Car Spring & Rubber Co: | |
| Extra Para. | 40@105 |
| Reliable. | 50@105 |
| Staple. | 60@105 |

Bench Stops

| | |
|---|--------|
| Merrill's No. 1, \$10.00 per doz.; No. 2. | 50 |
| \$12.50. | 50 |
| Seymour Smith & Sons. | 25@105 |
| Miller's Falls. | 15@105 |
| Weston's. | 40 |

Binder Twine

| | |
|------------------|-----|
| Per Pound | |
| Sisal. | 10c |
| Standard. | 10c |
| Standard Manila. | 11c |
| Manila. | 12c |
| Pure Manila. | 13c |

Bit Holders.

| | |
|---------------------------|--------|
| Angular. | 45 |
| Extension. | 45 |
| Barber's, ¢ doz. \$15.00. | 45@50 |
| Ives' ¢ doz. \$20.00. | 60@105 |

Blind Adjusters

| | |
|----------------------------|-----------|
| Columbian. | 33½ |
| Domestic, ¢ doz. \$3.00. | 33½ |
| Excelsior, ¢ doz. \$10.00. | 50@105 |
| North's. | 105 |
| Zimmerman's. | 50@50@105 |

Blind Fastenings and Tenons

| | |
|-------------------------|-----------|
| Security Gravity, ¢ gr. | \$9.00 |
| Zimmerman's. | 50@50@105 |

Blocks, Tackle

| | |
|----------------------------------|-----------|
| Eddy's. | 50@105@60 |
| Harris' Steel. | 40@105@50 |
| Iron Strapped, Japanned Sheaves. | 70@105 |
| Iron Strapped, Lig Wire Sheaves. | 60 |
| Rope Strapped, Japanned Sheaves. | 65@105 |
| L. V. Sheaves. | 40 |
| Lanes: | |
| Junior, Self Sustaining. | 80 |
| Pat. Automatic. | 80 |
| Perfect Safety. | 80 |
| Stowell, Novelty Block. | 50@105 |

Bolts

| | |
|----------------------------------|------------|
| DOOR AND SHUTTER— | |
| Cast Iron Barrel, Square, &c. | 60@105 |
| Cast Iron Chain. | 60@105 |
| Cast Iron Shutter Bolts. | 60@105 |
| Ives' Patent Door Bolts. | 60 |
| Wrought Barrel Bolts, Griffin's. | 75@105 |
| Wrought Square. | 70@70@105 |
| Wrt Shutter, 8" std list. | 50@105@105 |
| Wrought Spring, Sargent's. | 70@105@75 |

CARRIAGE, MACHINE, & C.—

| | |
|--|--------|
| Common carriage (cut thread), ½x6 and smaller. | 75 |
| Larger and longer. | 65@55 |
| Phila. Eagle, \$3.00 list May 24, '99. | 80 |
| Bolt ends, list Feb. 14, '95. | 65@105 |
| Bolt ends, with C and T nuts. | 65@55 |
| Machine, ½x4 and smaller. | 75 |
| Machine, larger and longer. | 65@105 |

TIRE—

| | |
|--------------------------------------|-----------|
| American Screw Co: | |
| Bay State, plain, list Dec. 28, '99. | 80 |
| Bay State, fluted. | 80 |
| Eagle Tire, fluted. | 82½ |
| Norway, Phila. | 80 |
| Common. | 75@105@80 |
| Norway, Phila. | 80 |
| Portchester, Norway. | 80 |
| Phila. | 82½ |

STOVE AND FLOW—

| | |
|--------|---------|
| Plow. | 65@105 |
| Stove. | 87½@105 |

MISCELLANEOUS—

| | |
|-------|----|
| Sink. | 80 |
|-------|----|

Bone Mills

| | |
|-------------|--------|
| Enterprise. | 25@305 |
| Stearns. | 40 |

Borers, Tap

| | |
|------------------------|------------------------|
| Enterprise. | 30@255 |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co's. | |
| No. 6. | 30@105 |
| No. 10. | 25@105 |
| Common ring. | 20@105 |
| Ives. | 25@105 |

Boring Machines

| | |
|----------------------|----------------|
| WITHOUT AUGERS— | |
| Upright. | |
| Angular. | |
| Jennings. | 25@55 |
| Miller's Falls. | \$7.50, 15@105 |
| Snell's, Rice's Pat. | \$2.50, \$2.75 |
| Ajax. | 40 |
| Phillips. | \$4.00 net |

Bow Pins

| | |
|------------|--------|
| Hotchkiss. | 60@105 |
|------------|--------|

Boxes, Mail

| | |
|-----------|-------|
| Heller's. | 40@55 |
|-----------|-------|

Box Hooks

| | |
|----------------------|------------|
| Humason & Beckley's. | 60@105@105 |
|----------------------|------------|

Box Openers

| | |
|------------|-------------------|
| Humason's. | ¢ doz. net \$5.00 |
|------------|-------------------|

Box Scrapers

| | |
|------------|----|
| Bradley's. | 20 |
|------------|----|

Box Strapping

| | |
|--------------------------------|------------|
| Cary Mfg. Co's., in case lots: | |
| "Universal". | 25@30 |
| Standard Metal Strap Co's. | 25@105@105 |
| Belipes. | 25@105@105 |

Braces

| | |
|-------------------------------------|-----------------|
| Braces | |
| Barbers' | 50&10&10&60&10& |
| Barbers' Hatchet | 60&60&10& |
| Common Ball American | 60&60&10& |
| Ives' | |
| Barbers' | 60&55 |
| Barbers' Hatchet | 60&60&10& |
| New Haven Novelty | 70& |
| New Haven Hatchet | 60&10&10& |
| Spofford | 60&55 |
| C. E. Jennings & Co. | |
| No. 108&114 1/2 | 50&5&10& |
| No. 208 1/2&214 1/2 | 50&5&10& |
| Lancaster Mach. & Knife Works | 50& |
| Gen. Spofford's | 60& |

Chains

| | |
|---|-----------------|
| Galvanized Pumpchain, $\frac{1}{2}$ lb. | 44¢@45¢ |
| Ger. coll. list July 24, '97. | 60¢@10¢@10¢@10¢ |
| Ger. Halter chain, list July 24, '97. | 60¢@10¢@10¢@10¢ |
| Jack chain, Iron. | 60¢@10¢@10¢@10¢ |
| Jack chain, Brass. | 60¢@10¢@10¢@10¢ |
| Onida Wire Dog chains. | 45¢@50¢@55¢ |
| Trace Wagon and Fancy Chains: | |
| New list. | 60¢@80¢@10¢ |
| Bridgeport Trace chains. | 65¢ |
| Stake chains. | 65¢ |
| Heel chains. | 80¢ |
| CO W TIES | |
| American. | 45¢@50¢ |
| Niagara. | 45¢@50¢@10¢@10¢ |
| Covert Mfg. Co.: | |
| Cotton. | 45¢ |
| Hemp. | 38¢ |
| Jute. | 45¢ |
| Sisal. | 38¢ |

Chain Guards

| | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

Carpet Stretchers

| | |
|--|--------|
| Montross "Excelator", $\frac{1}{2}$ doz. | \$6.00 |
| 20¢ | |
| Buttard's. | 38¢ |
| Cast Iron Steel points, $\frac{1}{2}$ doz. | 80¢ |
| Sockets, $\frac{1}{2}$ doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings. | 25.00 |
| " " Japd. | 21.00 |
| " " Nickel | 23.00 |
| " " C. | 21.50 |
| " " D, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|------------------------|--------|
| No. 12, Wire, Tinned. | \$0.85 |
| " 11, Wire, Coppered. | 1.10 |
| " 11, Wire, Tinned. | 1.20 |
| " 10 Wire, Galvanized. | 1.50 |

Cherry Stoners

| | |
|--|---------|
| Enterprise. | 25¢@30¢ |
| Goodell's Family, net $\frac{1}{2}$ doz. | \$5.00 |
| Rollman's, net, $\frac{1}{2}$ doz. | 6.00 |

Chisels

| | |
|---------------------------------|--------------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 75¢@75¢@10¢ |
| L. & I. J. White. | 80¢@80¢@5¢ |
| C. E. Jennings & Co., No. 70. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 65¢@2¢@10¢ |
| TANGED & MISCELLANEOUS— | |
| W. & S. Butchers. | \$4.75¢\$5.00 to 2 |
| C. E. Jennings & Co. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co.: | |
| Tanged Chisels. | 25¢@10¢ |
| Tanged Gouges. | 25¢@10¢ |
| Tanged Firmers. | 38¢@10¢ |
| Tanged Gouges. | 38¢@10¢ |
| L. & I. J. White. | 25¢@5¢ |
| COLD CHISELS— | |
| Good quality, $\frac{1}{2}$ lb. | 15¢@16¢ |
| Snell's best C. S. | 40¢@5¢ |
| Cronk's. | 50¢ |

Cleaners, Sidewalk

| | |
|------------------|--------|
| Challenge Shank. | \$3.25 |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

| | |
|-------------------------------|---------|
| HORSE— | |
| Chicago Flexible Shaft Co's.: | |
| Lighting Belt Clipping Mach. | \$15.00 |
| New '96, Chicago. | 8.75 |
| 1902 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|--------------------------------------|---------|
| Snow Flake. | |
| One-pint cans, $\frac{1}{2}$ doz. | \$ 3.00 |
| One-quart cans, $\frac{1}{2}$ doz. | 4.80 |
| One-gallon cans, $\frac{1}{2}$ doz. | 15.00 |
| Five-gallon cans, $\frac{1}{2}$ doz. | 66.00 |

Cocks, Brass

| | |
|--|-------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kerosene, Racking, etc., Cocks. | 70¢@10¢@75¢ |

Coffee Mills

| | |
|---------------------|-------------|
| Box and Side. | 50¢@10¢@60¢ |
| Enterprise Mfg. Co. | 20¢@25¢ |
| Lane Bros. Co. | 30¢ |

Compasses, Dividers, &c

| | |
|---------------------------------|-------------|
| Atrol Callipers and Dividers. | 40¢ |
| Bemis & Call Co's.: | |
| Compasses. | 50¢ |
| Dividers. | 65¢ |
| Compasses, Callipers, Dividers. | 75¢@75¢@10¢ |

Coopers' Tools

| | |
|-------------------|-----------------|
| Barton's. | 20¢@30¢@4¢ |
| L. & I. J. White. | 20¢@30¢@5¢ |
| Sandusky Tool Co. | 25¢@10¢@30¢@10¢ |

Corkscrews

| | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 33¢@1¢ |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, $\frac{1}{2}$ doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|------------|
| Kretzinger Cut-Easy. | net \$9.00 |
|----------------------|------------|

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 60¢ |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40¢@45¢ |
| Smith's. | 25¢ |
| Snell's. | 40¢ |
| Wheeler's Patent. | 50¢ |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 20¢ |
| Dixon's. | $\frac{1}{2}$ Gro. |
| Eclipse. | 7 in., \$3.75; 9 in., \$4.38 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 3.12 |
| Solid. | 7.50 |
| Tallors, black, \$5.50; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|---------|
| Kohler's. | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's. | 25¢@10¢ |

Cutlery

| | |
|-------------------|-----|
| Foster's Pocket. | 30¢ |
| Carriers' Pocket. | 70¢ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|-------------|
| Walter B. Stevens & Son: | |
| Brass. | 40¢ |
| Embossed Gilt. | 80¢@10¢ |
| Leather. | 40¢ |
| Union Hd'wre Co., new list. | 50¢@50¢@10¢ |

Door Checks

| | |
|---|---------|
| Bardale's. | 40¢@45¢ |
| Columbia. | 50¢@10¢ |
| Eclipse. | 60¢@10¢ |
| Home. | 50¢@10¢ |
| Pullman's Screen, $\frac{1}{2}$ doz. net. | \$4.50 |

Door Holders

| | |
|-----------|--------|
| Empire. | 50¢ |
| Superior. | 38¢@1¢ |

Door Springs

| | |
|---|---------------|
| Columbian Steel. | 20¢ |
| " Faultless. | 50¢ |
| Gem (Coll.) list Oct. '96. | 20¢ |
| Pullman, Perfect. | 25¢ |
| Pullman Coll. | 25¢ |
| Star (Coll.) list Oct. '96. | 30¢ |
| Torrey's Rod, 32 in., $\frac{1}{2}$ doz. net. | \$1.10¢\$1.25 |
| 48 in., " " | 8.50 |
| Victor, Coll. | 50¢@10¢@10¢ |
| Chicago Coll Springs. | 40¢@10¢ |
| Reliance Coll Springs. | 40¢@10¢ |

Drain Cleaners

| | |
|--------------------|--------|
| Iwan's Adjustable. | 55¢ |
| Iwan's Stationary. | 40¢@5¢ |

Drawer Pulls

| | |
|---------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75¢@10¢ |
| Sargent's list. | 60 |

Drawing Knives

| | |
|---------------------|-------------|
| Standard Makes. | 70¢@10¢@75¢ |
| Adjustable Handle. | 25¢@25¢@10¢ |
| Jennings & Griffin. | 60¢ |
| Watsons. | 16¢@10¢ |
| L. & I. J. White. | 20¢@5¢@25¢ |

Drills and Drill Stocks

| | |
|---------------------------------------|----------------|
| Automatic Boring Tools, Goodell's. | |
| Blacksmith's. | 40¢@5¢@40¢@10¢ |
| Breast, Goodell's. | 25¢@80¢ |
| Breast, Miller's Falls, each \$3.00. | 15¢@10¢ |
| Stearns' bench. | 80¢ |
| Hand, Goodell's. | 80¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 33¢@1¢ |

TWIST DRILLS—

| | |
|----------------------|--|
| See Angers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|------------------------------|---------------------------------------|
| Holt-Lyon Co.: | |
| No. 5 Japanned, Daaher. | $\frac{1}{2}$ Doz. $\frac{1}{2}$ Gro. |
| flared. | \$0.85 \$9.50 |
| No. A, Japanned, 6 doz. | \$6.50 1.15 13.00 |
| No. 1, Tinned. | 1.40 16.80 |
| No. B, Japanned, hotel size. | 1.85 22.00 |
| No. 6, Japanned, Daaher. | |
| flared. | 1.55 19.50 |
| No. 2, Tinned, hotel size. | 2.00 24.00 |

Escutcheons

| | |
|-------|-----|
| Wood. | 25¢ |
|-------|-----|

Farriers' Knives

| | |
|-------------------|--------------------|
| "Challenge". | $\frac{1}{2}$ Doz. |
| Popes. | 3.00 |
| Wilkinson's, net. | 3.00 |
| Wostenholm's. | 3.25 |

Faucets

| | |
|------------------------------------|-------------|
| Iron Petroleum. | 70¢@70¢@10¢ |
| John Sommer's "Peerless," Tin Key. | 40¢ |
| "Boss," Tin Key. | 50¢ |
| "Victor," Metal Key. | 50¢@10¢ |
| "Duplex," Metal Key. | 60¢ |
| "I. X. L.," Cork Lined. | 60¢ |
| "Reliable," Cork Lined. | 50¢@10¢ |
| "O. K.," Cork Lined. | 60¢ |
| "Chicago," Cork Lined. | 60¢ |
| "Perfection," Cedar. | 40¢ |
| "No Brand," Cedar. | 50¢ |

SELF MEASURING—

| | |
|-------------------------------|-------------|
| Enterprise $\frac{1}{2}$ doz. | \$36.00 |
| Lane's. | \$40.10¢25¢ |

Files

| | |
|--------------------------|---------------------|
| DOMESTIC— | |
| New list, Nov. 1, 1899: | |
| American. | 75¢@10¢@75¢@10¢@10¢ |
| Arcade. | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith. | 75¢@10¢@75¢@10¢@10¢ |
| Diaison's Superfine. | 75¢ |
| Eagle. | 75¢@10¢@75¢@10¢@10¢ |
| Great Western. | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot. | 75¢@10¢@75¢@10¢@10¢ |
| McClellan. | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson. | 70¢@10¢@75¢@5¢ |
| Nicholson's X. F. Files. | 40¢@40¢@10¢ |
| Royal. | 80¢@80¢@10¢ |

IMPORTED—

| | |
|---------|----------------------|
| Stub's. | Stub's list, 80¢@33¢ |
|---------|----------------------|

Filters

| | |
|----------------------------|----------------|
| Acorn. | 50¢ |
| Fulper's Natural Stone. | \$3.50¢\$18.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|--|-------------|
| Am. Fish Hook Co. list. | 60¢@60¢@10¢ |
| Kirby & Limerick, low list (50¢ base). | 10¢ |

Fishing Tackle

| | |
|---------------------------------|--------------------|
| Blahop. | $\frac{1}{2}$ Doz. |
| Level Winding Jeweled Reel. | \$78.00 |
| Level Winding Steel Pivot Reel. | 68.00 |
| Auto Even Spooler. | 80.00 |
| Gun Cleaner. | 4.50 |
| Lightening Fish Scaler. | 8.00 |
| Fish Hook Shield. | 8.00 |

Fish Scales

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60¢@20¢ |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qta. | 1 2 3 4 6 |
| Net. | \$1.15 \$1.35 \$1.60 \$1.95 \$3.60 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20¢@25¢ |
|-------------|---------|

Fry Pans

| | |
|------------------------|-----------------------------|
| Standard list. | 75¢@10¢ |
| No. | 1 2 3 4 |
| $\frac{1}{2}$ doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 |
| $\frac{1}{2}$ doz. | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: | |
| Size AA. | Net $\frac{1}{2}$ Gro. |
| " A. | \$8.10 |
| " B. | 8.70 |
| " C. | 9.30 |

Gauges

| | |
|---|---------|
| Hemis & Call's Steel. | 50¢ |
| Clapboard. | 25¢@10¢ |
| Diaison's Mortise. | 70¢ |
| Marking Mortise, etc. | 60¢ |
| Stanley's. | 85¢ |
| Starrett's Surface, Center and Scratch. | 25¢@10¢ |
| Wire, Morse. | 25¢ |
| Wire, P. S. & W., low list. | 38¢@1¢ |

Gimlets

| | |
|---------------------------------------|---------------|
| "Diamond" Gimlets, $\frac{1}{2}$ gro. | \$4.00¢\$4.25 |
| Double Cut. | 40¢@10¢@50¢ |
| Metal Head. | 60¢@10¢ |
| Wood Head. | 50¢ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|-------------|
| Le Pages Liquid. | 25¢@25¢@10¢ |
| Mystic. | 40¢ |
| Martins. | 40¢@10¢ |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|---------------------------------|-----------|
| Dixon's Paste: | |
| 632— 1 lb. cans. | 20¢. ea |
| 638— 5 lb. screw top tin cans. | 85¢. ea |
| 684— 10 lb. screw top tin cans. | \$1.60 ea |
| 644— 25 lb. boxes. | 15¢. lb |
| 645— 50 lb. boxes. | 14¢. lb |
| 646— 100 lb. kegs. | 14¢. lb |
| 647— 350 lb. barrels. | 12¢. lb |

Grindstone Fixtures

| | |
|-----------------------|-------------|
| Cronk's. | 50¢ |
| Forest City. | 80¢@30¢@10¢ |
| Sargent's Patent. | 60¢@10¢@10¢ |
| Stowells Extra Heavy. | 60¢@10¢@10¢ |
| Stowells Light. | 60¢@10¢ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafts

| | |
|------------------------------|--------|
| Brittons, $\frac{1}{2}$ doz. | \$6.50 |
|------------------------------|--------|

Halters

| | |
|--------------------|---------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50¢ |
| Sisal Rope. | 80¢@10¢ |
| Web Halters. | 85¢@5¢ |

Hammers

| | |
|------------------------------|----------------|
| HANDLED HAMMERS— | |
| Magnetic tack, Nos. 1, 2, 3. | \$1.25 \$1.50 |
| " 175. | 50¢ |
| Maydole's. | 33¢@5¢@40¢@10¢ |
| Sargent's new list. | 40¢ |
| Fayette R. Plumb: | |
| Plumb, A. E. Nail. | 33¢@7¢@1¢ |
| Engineers and B. S. Hand. | 50¢@12¢@1¢ |
| Quaker City Hammers. | 40¢@10¢ |
| Riveting and Tinnars. | 40¢@2¢@1¢ |
| HEAVY HAMMERS & SLEDGES— | |
| Under 8 lb 50c lb. | 80¢@5¢ |
| 8 to 5 lb 40c lb. | 80¢@5¢ |
| Over 5 lb 80c lb. | 80¢@10¢@10¢ |
| Wilkinson's Smiths. | 9¢@10¢@10¢@10¢ |

Hammock Ropes

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute. | 40¢@5¢ |
| Sisal. | 30¢ |

Handles

SPRING HINGES—

| | |
|--|-------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&5% |
| Gem..... | 30&5% |
| Oxford..... | 30&5% |
| Acme, Steel..... | 35% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 30&5% |
| Superior: | |
| Floor Hinges..... | 35% |

GATE HINGES—

| | |
|--|---------------|
| Clark's, Nos. 1, 2, 3..... | 50&100&40&10% |
| N. E., 7 doz., \$7.50..... | 60% |
| N. E., Reversible, 7 doz., \$5.50..... | 60% |
| N. Y. State, 7 doz., \$4.50..... | 60% |
| Western, 7 doz., \$4.50..... | 60% |

BLIND HINGES—

| | |
|---|------------------|
| Parker..... | 70&100&70&10&10% |
| Sargent's, Nos. 1, 2, 3, 11, 13..... | 75% |
| W. H. Co's, No. 2 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.50 7 doz. sets..... | 30&10% |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&25% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 55&10% |
| Maalin Kettles, &c..... | 60% |
| " Porcelain..... | 50% |

STOVE HOLLOW WARE—

| | |
|----------------------------------|---------------|
| Blacklock: | |
| Ground..... | 55&60&10% |
| Plain or Unground..... | 60&25% |
| Country Ware 7 100 lbs. net..... | \$2.75&\$3.00 |
| Enamelled Ware..... | 50&55&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|--------|
| Maalin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 60&25% |
| Enamelled..... | 50% |

GLUE POTS—

| | |
|----------------|-----|
| Tinned..... | 35% |
| Enamelled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 33&45% |
| Wadsworths..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|------------------|
| Cotling, Sargent's list..... | 50&100&60% |
| Chandler..... | 60&100&10% |
| Clothes Line, Sargent's list..... | 50&10&10% |
| Coat and Hat, Sargent's list..... | 50&100&60% |
| Coat and Hat, Stowell's..... | 70% |
| Harnes, Sargent's list..... | 50&50&10% |
| Lamp..... | 60&30&10% |
| Picture..... | 50&100&10% |
| Screw Hat..... | 50&100&10% |
| Wardrobe..... | 60&100&60&10&10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 7 doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Ceiling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|------------|
| Belt..... | 80&10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35&5% |
| Graze, Wadsworth's..... | 60% |
| Cronk's, Graze..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60&100&10% |
| Hooks and Eyes, Mal. Iron..... | 70&10% |
| Cotton, box and hay..... | 60&100&10% |

Horse Clippers

| | |
|-------------------|--|
| See Clippers..... | |
|-------------------|--|

Horse Nails

| | |
|--|---------------------|
| Nos..... | 6 7 8 9 10 |
| A. C..... | 25c 25c 25c 21c 21c |
| American, all sizes, net..... | 9% |
| Nos..... | 6 7 8 9 10 |
| Anchor and 12c. net for all sizes 5 to 10. | |
| New Haven: | |
| Nos..... | 6 7 8 9 10 |
| Ausable..... | 25c 25c 25c 21c 21c |
| C. B. K..... | 25c 25c 25c 21c 21c |
| Capewell..... | 19c 18c 17c 16c 16c |
| Chapman..... | 25c 25c 25c 21c 21c |
| Clinton Fin..... | 19c 17c 16c 16c 14c |
| Ease..... | 25c 25c 25c 21c 21c |
| Lyra, all sizes, net..... | 10% |
| Livingston..... | 25c 25c 25c 21c 21c |
| Maud S..... | 25c 25c 25c 21c 21c |
| Neponset, Nos. 5 to 10, 7 lb..... | 12c |
| Northwestern..... | 25c 25c 25c 21c 21c |
| Putnam..... | 25c 21c 20c 19c 18c |
| New Putnam..... | 19c 18c 17c 16c 16c |
| Vulcan..... | 25c 21c 20c 19c 18c |
| Western..... | 25c 21c 20c 19c 18c |

Horse Shoes

| | |
|----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, 7 keg..... | \$4.00 |
| Steel, 7 keg..... | 3.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Sisal..... | 35% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Nilegara..... | 80% |
| N. Y. Car Spring & Rubber Co.: | |
| Extra Para..... | 40&10% |
| Reliable..... | 50&10% |
| Staple..... | 60&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80&30% |
| Steam..... | 70% |

Ice Awls, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awls..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|------------------------------|--|
| See Freezers, Ice Cream..... | |
|------------------------------|--|

Ice Shredders

| | |
|-----------------------------|------------------------------|
| Enterprise..... | No. 33, 7 doz. \$6.00 25&30% |
| No. 34, 7 doz. 15.00 25&30% | |

Jack Chain

| | |
|----------------|--|
| See Chain..... | |
|----------------|--|

Jacks

| | |
|----------------------|--|
| See Wagon Jacks..... | |
|----------------------|--|

Jack Screws

| | |
|-----------------|--|
| See Screws..... | |
|-----------------|--|

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 30&25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, 7 doz. \$1.50..... | 20% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 7 doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 80% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$3.00 |
| Solid Stone Carving Knife Hones..... | \$2.50 |
| Quick Edge Pocket Knife Hones..... | \$5.00 |
| 7 doz..... | \$3.00 |
| Mounted Kitchen Sandstone..... | \$1.50 |
| 7 doz..... | \$1.50 |

Knobs

| | |
|---|---------------|
| Bardley's wood, door, shutter and base..... | 10&15% |
| Base, rubber tip, 2 1/2 in bead, 7 gro..... | \$1.15&\$1.25 |
| Door Mineral..... | 65&70% |
| Door Por. Jap'd..... | 100% |
| Door Por. Nickel..... | \$2.10&\$2.20 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|--------|
| Cronk's barn door, net..... | 7 doz. |
| Lane's Barn Door..... | 40&10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&10&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Styles M. S. C. K. T..... | 70&10% |
| Style A (all steel)..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Daisy, net, 7 doz..... | \$7.50 |
| Mytic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 35% |

Lemon Squeezers

| | |
|---|----------|
| Berger Bros., 7 doz., 8 in., \$1.00; 10 in., \$1.40 20% | |
| Hotchkiss, Straight Flush, 7 doz..... | \$9.60 |
| Little Giant..... | 50&50&5% |
| Porc. lined, Iron, 7 doz..... | \$1.75 |
| Porc. lined, Wood, 7 doz..... | \$1.25 |
| Wood, common, 7 gro., No. 0, \$2.50; No. 1, \$3.50; No. 2, \$5.50; No. 3, \$7.50..... | |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's.: | |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |

Lifters

| | |
|--------------------------|--|
| See Transom Lifters..... | |
|--------------------------|--|

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 20 feet..... | 40&10% |
| Cotton Trot..... | 20% |
| Samson Cot., Nos. 4, \$2.50; 4 1/2, \$3.75..... | 30% |
| Silver Lake braided, 7 gro., Nos. 0, \$6.00; 1, \$8.50; 2, \$7.00; 3, \$7.50..... | 20% |
| Wire Clothes: | |
| 1000 feet..... | 18 19 20 |
| 75 feet..... | \$3.35 \$3.00 \$1.75 |
| | 1.50 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, & C—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin..... | 35% |
| Yale..... | 35% |

PADLOCKS—

| | |
|---|------------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40% |
| Acme Sword Co..... | 40&45% |
| Sargent's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Smith & Egge bicycle..... | 50% |
| Wrought Iron..... | 75&100&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 35&10% |
| Eagle..... | 40% |

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

| | |
|---------------------------------------|----------|
| Hickory..... | 45&5&50% |
| Lignumvitae..... | 55&5&50% |
| Blue..... | |
| Carpenters, Tiners, Box, Carvers..... | 35% |

Maslin Kettles

See Hollow Ware.

Mattocks

| | |
|--------------------------------|------------|
| Cronk's Garden, net 7 doz..... | \$4.00 |
| Regular Goods..... | 70&100&75% |

Meat and Food Cutters

| | |
|--------------------------------|-------------------------------|
| American..... | 1 2 3 4 B 5 |
| Each..... | \$6 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, 7 doz..... | 30&100&40&10% |
| Nos..... | 1 2 3 4 |
| Each..... | \$14 \$17 \$19 \$30 |
| Enterprise..... | 5 10 12 20 22 32 |
| Nos..... | \$2 \$3 \$2.75 \$6 \$4.50 \$6 |
| Little Giant..... | 40&50% |
| Nos..... | 306 310 312 320 322 |
| Each..... | \$55 \$48 \$44 \$72 \$65 |
| Woodruff's..... | 100 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Cosmic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mytic..... | 15c |
| f. o. b. New York or Chicago..... | |

Melting Ladles

| | |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40% |
| Sargent's..... | 60&60&10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30&10% |
| Seavey's, 7 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. \$40 to \$400..... | 80% |
| Nos. 50 and 60..... | 35% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

WIRE AND CUT NAILS—

See Review of the Markets for Quotations. Wire nails and brads, Papered Assn list, July, 1899..... 85&55&10%

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|------------------------------------|---------|
| "Gem," 1/2 gross lots, 7 pros..... | \$21.00 |
| " less quantity, 7 dozen..... | 2.00 |

Nail Pullers

| | |
|--|------------|
| Ajax, 5 lbs., 7 dozen, net..... | \$7.50 |
| Black Hawk, 7 dozen..... | 9.00 |
| Cyclops..... | 50&100&50% |
| Cronk's..... | \$12.00 |
| Eureka, No. 74, 7 doz., net..... | \$8.50 |
| Eureka, No. 75, 7 doz., net..... | \$8.00 |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$16.50..... | 80&5% |
| No. 2, \$15.00..... | 20% |
| Lightning, 7 doz., \$18.00..... | 50% |
| Morris, No. 1, list \$20.00..... | 10% |
| National, 7 doz., \$34.00..... | 40&40&10% |
| Pelican, 7 doz., \$9.00..... | 50&10% |
| Rollis Hardware Co., No. 1, \$18.00..... | 50&10% |

Nail Sets

| | |
|----------------------------------|-----------|
| Hunters, Cup Point, knurled..... | \$10.00 |
| Hunters, Cup Point, plain..... | 9.00 |
| Octagon..... | 4.00&4.75 |
| Round, assorted..... | 3.00&3.25 |
| Square..... | 4.00&4.25 |
| Snell's: | |
| Octagon, 7 gro..... | 55 |
| Corrugated..... | 65 |
| Knurled..... | 60&70% |

Nippers

| | |
|-------------------------|-----|
| Acme..... | 50% |
| Nettleton Mfg. Co.: | |
| Reversible Cutting..... | 40% |
| Smith's cutting..... | 80% |
| Todd's cutting..... | 80% |

| | | | | | |
|----------------------------|--|---|--|--------------------------|--|
| IRON PLANES— | | For all steel | | .50 | |
| C. E. Jennings & Co., Iron | | Grand Rapids, all steel | | .50 | |
| Sargent's | | Hay Fork, swivel eye, 4 in. | | .37 1/2 | |
| Standard Tool Co. | | 6 in. | | .50 | |
| Stanley Rule & Level Co. | | Hay Fork, Harts, 4 1/2 in. | | .50 | |
| Bailey's | | Hay Fork, 5 in. solid, \$5.70 | | .50 | |
| Miscellaneous | | Hot House | | .50 | |
| | | Stowell's Anti-Friction, 5 in. wheel | | .50 | |
| | | Side, Anti-Friction | | .50 | |
| | | Shade track | | .50 | |
| | | Upright | | .50 | |
| PLANE IRONS— | | Pumps | | .50 | |
| Buck Bros. | | Pitcher Spout, best grades | | .75 | |
| Butcher's | | Power Pumps, Myers | | .50 | |
| C. E. Jennings & Co. | | Spray Pumps, Myers | | .50 | |
| Stanley R. & L. Co. | | Spray Pumps, Kohler's | | .50 | |
| L. & J. White | | Daly, net 4 doz. | | .75 | |
| | | Mechanical, 4 doz. | | .75 | |
| | | F. E. Myers & Bro., low lift | | .50 | |
| | | No. 1, Fig. 323, 3 1/2 in. Shallow Well | | .18 00 | |
| | | No. 3, Fig. 323, 3 1/2 in. Shallow Well | | .15 00 | |
| | | No. 6, Fig. 307, 3 1/2 in. Deep Well | | .15 00 | |
| | | No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well | | .17 00 | |
| | | No. 14, Fig. 321, 3 in. Deep or Shallow Well Pump | | .15 00 | |
| | | No. 32, Fig. 321, 3 in. Deep Well | | .17 00 | |
| | | No. 55, Fig. 321, 3 in. Shallow Well | | .14 00 | |
| | | No. 59, Fig. 323, 3 1/2 in. Shallow Well Pump | | .17 00 | |
| | | No. 6, Fig. 323, 3 1/2 in. Deep Well | | .15 00 | |
| | | No. 73, Fig. 323, 3 in. Deep Well | | .15 00 | |
| | | No. 102, Fig. 448, 3 1/2 in. Lift Pump | | .9 00 | |
| | | No. 108, Fig. 448, 3 1/2 in. Lift Pump | | .11 00 | |
| | | No. 128, Fig. 510, 3 1/2 in. Lift Pump | | .8 50 | |
| | | No. 131, Fig. 510, 3 1/2 in. Lift Pump | | .8 50 | |
| | | No. 225, Fig. 389, Windmill Pump | | .12 50 | |
| | | No. 235, Fig. 406, Windmill Pump | | .16 00 | |
| | | No. 240, Fig. 406, Regulator Pump | | .28 00 | |
| | | No. 302, Fig. 477, Sprinkler Pump, complete | | .11 50 | |
| | | No. 330, Fig. 547, Knapsack Spray Pump | | .10 00 | |
| | | Discount 50% f. o. b. Ashland | | | |
| | | No. 268, Fig. 518, Low Down Tank | | .5 00 | |
| | | Force Pump, net | | .5 00 | |
| | | No. 330, Fig. 492, Bucket Spray Pump, net | | .2 00 | |
| | | Punches | | | |
| | | Bemis & Call Co.'s | | .50 | |
| | | Cast Steel Drive | | .50 | |
| | | Morrill's | | .50 | |
| | | Niagara Hollow | | .45 | |
| | | Niagara Solid | | .55 | |
| | | Saddlers' or Drive, good | | .60 | |
| | | Snells' Timmers | | .40 | |
| | | Rail | | | |
| | | Barn Door, Light, Inches | | .50 | |
| | | 100 feet | | .14 1 3/4 2.50 | |
| | | Barn Door, "None Better" No. 1, 7 ft. | | .35 | |
| | | Barn Door, "None Better" No. 2, 7 ft. | | .40 | |
| | | B. D. for N. E. Hangers | | .70 | |
| | | Anchor, 4 ft., 8 ft. | | .70 | |
| | | Double Flange, 7 ft., 8 ft. | | .70 | |
| | | Cronk's | | .70 | |
| | | O. N. T. style, No. 18 | | .2 1/2 | |
| | | Double braced, No. 10 | | .2 1/2 | |
| | | Lane's | | .50 | |
| | | N. T. 1 in., 100 ft., net | | .2 1/2 | |
| | | O. N. T. 1 1/2 in., net | | .3 00 | |
| | | O. N. T. 1 1/2 in., net | | .4 00 | |
| | | Hinge Hanger, 1 in., 100 ft. | | .5 50 | |
| | | 1 1/2 in., 100 ft. | | .8 50 | |
| | | Stowell's Wrought steel | | .25 | |
| | | Sliding Door, Bronzed Wrought Iron | | .60 | |
| | | Sliding Door, Steel, Brass Plated, 7 ft. 5 1/2 | | .50 | |
| | | Sliding Door, Wrought Brass, 1 1/2 in. 7 ft. | | .35 | |
| | | Victor Track Rail, 70 ft. | | .80 | |
| | | Rakes, Etc | | | |
| | | Cronk's | | .70 | |
| | | Malleable | | .70 | |
| | | New Champion | | .75 | |
| | | Victor | | .75 | |
| | | Antique Lawn | | .75 | |
| | | New Broad Garden | | .75 | |
| | | Queen City Lawn | | .75 | |
| | | Kohler's | | .75 | |
| | | Lawn Queen, 20 | | .75 | |
| | | Jumbo Lawn, 20 | | .75 | |
| | | Paragon (wood head) | | .75 | |
| | | Steel Garden, 10 ft. | | .75 | |
| | | 12 ft. | | .75 | |
| | | 14 ft. | | .75 | |
| | | 16 ft. | | .75 | |
| | | Rasps, Horse | | | |
| | | Dixton's | | .75 | |
| | | New Nicholson Horse Rasp | | .70 | |
| | | See also Files. | | | |
| | | Razors | | | |
| | | Electric | | List Net | |
| | | Boracic | | .60 | |
| | | Fox | | .50 | |
| | | J. R. Torrey Razor Co. | | .50 | |
| | | Wostenholz & Butcher, \$10.00 to 2 | | .10 | |
| | | Razor Hones | | | |
| | | Pike Mfg. Co. | | .50 | |
| | | Belgian, German and Swaty, all sizes | | .50 | |
| | | Pike's Selling Assortments: | | | |
| | | Assortment No. 1 | | .18 00 net | |
| | | No. 2 | | .10 00 net | |
| | | Registers and Ventilators | | | |
| | | HOT AIR— | | | |
| | | New list, July 1, 1908: | | | |
| | | Black Janned | | .50 | |
| | | Bronzed Finishes, Electro-Plated and | | .50 | |
| | | Nickel Plated | | .70 | |
| | | White Porcelain | | .60 | |
| | | Solid Brass and Bronze Metal | | .50 | |
| | | Revolving Chimney Tops | | | |
| | | Iwans' Volcano | | .55 | |
| | | Rifle Cleaners | | | |
| | | Blaspho | | .45 | |
| | | Small Bore Rifle Cleaner, 7 doz. | | .35 00 | |
| | | Rings | | | |
| | | See Bell and Hog Rings. | | | |
| | | Rivets and Burrs | | | |
| | | COPPER— | | | |
| | | Belt with Burrs | | .45 | |
| | | Hose with Burrs | | .45 | |
| | | IRON OR STEEL— | | | |
| | | New list, Jan. 8, 1904. | | | |
| | | Timmer | | .75 | |
| | | Miscellaneous | | .75 | |
| | | Rivet Sets | | | |
| | | Regular list | | .70 | |
| | | Rollers, Stay | | | |
| | | Cronk's | | .50 | |
| | | Nos. | | 50 55 58 60 65 | |
| | | 7 Dozen | | .90c .80c .75c .75c .75c | |
| | | Rope | | | |
| | | Cotton Rope: | | 7 Lb | |
| | | Best 1/2 in. and larger | | .16 1/2 | |
| | | Medium | | .14 1/2 | |
| | | 1/2 in. and larger | | .14 1/2 | |
| | | Common | | .10 1/2 | |
| | | Jute Rope | | .6 1/2 | |
| | | A grade | | .5 1/2 | |
| | | C grade | | .5 1/2 | |
| | | Manilla Pure: | | | |
| | | 7-16 in. and larger | | .12 1/2 | |
| | | 1/2 in. and 16 | | .13 1/2 | |
| | | Sisal Pure: | | | |
| | | 7-16 in. and larger | | .10c | |
| | | 1/2 in. and 16 | | .10 1/2 | |
| | | 1/2 and 5-16 in. | | .11c | |
| | | Root Cutters | | | |
| | | Lane's | | .25 | |
| | | Rules | | | |
| | | Athol, Steel | | .35 1/2 | |
| | | Boxwood | | .60 | |
| | | Ivory | | .35 | |
| | | Keuffel & Esser Co.: | | | |
| | | Folding, wood | | .85 | |
| | | steel | | .85 | |
| | | Larkin's | | .50 | |
| | | steel | | .50 | |
| | | Lumber | | .60 | |
| | | Miscellaneous, Stanley's | | .60 | |
| | | Sad Irons | | | |
| | | DOVER ASBESTOS— | | | |
| | | Polishing | | .50 | |
| | | Pressing | | .50 | |
| | | Laundry | | .45 | |
| | | Sleeve | | .50 | |
| | | Tourist | | .50 | |
| | | Toy | | .50 | |
| | | Blacklock: | | | |
| | | Plain black in cases, 7 1/2 100 lbs. | | .32 75 | |
| | | Bronze finished in cases, 7 1/2 100 lbs. | | .3 15 | |
| | | Aluminum finish, in cases, 7 1/2 100 lbs. | | .2 15 | |
| | | Full nickel, in cases, 7 1/2 100 lbs. | | .3 75 | |
| | | COLD HANDLED— | | | |
| | | Enterprise Mfg. Co. of Pa. | | .20 | |
| | | Safety Fuse | | | |
| | | See Fuse. | | | |
| | | Safety Lifts | | | |
| | | Burr Mfg. Co., steel | | .70 | |
| | | Sand and Emery Paper and Cloth | | | |
| | | Baeder, Adamson & Co.'s list: | | | |
| | | Emery cloth | | .50 | |
| | | Garnet paper | | .25 | |
| | | Flint and emery paper | | .50 | |
| | | Sash Balances | | | |
| | | Caldwell Mfg. Co. | | .50 | |
| | | Pullman | | .50 | |
| | | Victor bronze | | .75 | |
| | | Victor steel | | .70 | |
| | | Sash Chain | | | |
| | | Competition | | .50 | |
| | | Giant | | .40 | |
| | | Monarch B. C. Co. | | .70 | |
| | | Pullman bronze | | .70 | |
| | | Pullman cop steel | | .70 | |
| | | Royal metal | | .65 | |
| | | Steel B. C. Co. | | .70 | |
| | | Steel cop steel | | .70 | |
| | | Victor bronze | | .70 | |
| | | Victor steel | | .75 | |
| | | Sash Cord & Weight Fastener | | | |
| | | Ives | | .40 | |
| | | Sash Cord | | | |
| | | Cable Laid Italian, 7 lb. | | .16 | |
| | | Cable Laid Russia, 7 lb. | | .15 | |
| | | Common India, 7 lb. | | .10 | |
| | | Silver Russia, 7 lb. | | .15 | |
| | | Patent India, 7 lb. | | .12 | |
| | | Patent Laid | | .12 | |
| | | A Quality, white, 7 lb. | | .40 | |
| | | A Quality, white, 7 lb. | | .85 | |
| | | B Quality, white, 7 lb. | | .85 | |
| | | B Quality, white, 7 lb. | | .85 | |
| | | Sash Fasteners | | | |
| | | Imperial | | .35 | |
| | | Ives rollers | | .70 | |
| | | Ives casement fasteners | | .40 | |
| | | Champion | | .55 | |
| | | Monitor, steel | | .65 | |
| | | Shut air sheaves | | .65 | |
| | | Window screen sash lifts | | .65 | |
| | | Sash Locks | | | |
| | | Champion meeting rail | | .50 | |
| | | Champion slide | | .60 | |
| | | Ives patent | | .60 | |
| | | Brass and Brass | | .62 1/2 | |
| | | Crescent | | .60 | |
| | | Iron | | .62 1/2 | |
| | | Window ventilating | | .60 | |
| | | Robinson pat. ventilating sash lock | | .40 | |
| | | Wrought bronze and brass | | .55 | |
| | | Wrought steel | | .55 | |
| | | Payson Signal | | .80 | |
| | | Pullman patent ventilating | | .25 | |
| | | Sash Weights | | | |
| | | Ton lots at factory (Eastern) | | .37 50 | |
| | | Sausage Stuffers or Fillers | | | |
| | | Enterprise Mfg. Co. | | .25 | |
| | | National Specialty Mfg. Co. | | .25 | |
| | | Saws | | | |
| | | Atkins: | | | |
| | | Band to 14 in. wide | | .60 | |
| | | Band 3 to 8-16 in. wide | | .60 | |
| | | Pruning and Compass | | .40 | |
| | | Circular | | .50 | |
| | | Cross Cut | | .35 | |
| | | Gang | | .50 | |
| | | Hand, Panel and rip | | .40 | |
| | | Wood | | .40 | |
| | | Diamond Saw and Stamping Works: | | | |
| | | Sterling Kitchen saws | | .25 | |
| | | Dixton's: | | | |
| | | Circular, solid and inserted tooth | | .50 | |
| | | Band 3 in. to 16 in. wide | | .60 | |
| | | Band 3 1/2 in. to 1 1/2 in. | | .60 | |
| | | Cross | | .45 | |
| | | Narrow cross cut | | .45 | |
| | | Muley, mill and drag | | .50 | |
| | | Flat wood saws | | .40 | |
| | | Wood saw rods. | | | |
| | | Hand saws, Nos. 12, 10, 9, 16, D100, D40, | | .120, 70, 77, 81 | |
| | | Hand saws, Nos. 7, 107, 107 1/2, 3, 1, 0, 0, | | combination | |
| | | Compass, keyhole, pruning, dovetail, | | &c. | |
| | | Butcher saws and blades | | .40 | |
| | | C. E. Jennings & Co.'s: | | | |
| | | Butcher | | .30 | |
| | | Hand Panel, rip & other saws | | .20 | |
| | | Peace: | | | |
| | | Cross cuts | | .50 | |
| | | Hand panel and rip | | .30 | |
| | | Richardson: | | | |
| | | Circular and mill | | .50 | |
| | | X cuts | | .50 | |
| | | Hand saws | | .50 | |
| | | Star, Butcher | | .30 | |
| | | HACK SAWS AND FRAMES— | | | |
| | | Diamond Saw & Stamping Works: | | | |
| | | Sterling Over Hack Saw Machines | | .10 | |
| | | Sterling hack and saw blades | | .25 | |
| | | Sterling hack saw frames | | .25 | |
| | | Dixton's: | | | |
| | | Concave blades | | .30 | |
| | | Keystone flex. back and mach. blades | | .40 | |
| | | Hack saw frames | | .30 | |
| | | Griffin's: | | | |
| | | Complete | | .40 | |
| | | Saw blades | | .35 | |
| | | Star, saws and blades | | .15 | |
| | | Saw Filer | | | |
| | | Dixton's Ds Clamp and Guide, \$30.00 | | .50 | |
| | | Saw Frames | | | |
| | | C. E. Jennings & Co. | | .30 | |
| | | Richardson's Wood | | .30 | |
| | | Saw Sets | | | |
| | | Atkins: | | | |
| | | Criterion saw sets, 7 doz. | | .30 | |
| | | Excelsior saw tools No. 1, 7 doz. | | .40 | |
| | | Dixton's Monarch, Nos. 1 & 10 & Star | | .30 | |
| | | Hart's patent lever | | .30 | |
| | | Kohler's: | | | |
| | | "Giant Royal," 7 doz. net | | .75 | |
| | | "Royal," 7 doz. net | | .75 | |
| | | Morrill's: | | | |
| | | Nos. 1, \$15.00; 10, \$15.00; 11, \$15.00 | | .50 | |
| | | Nos. 1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100 | | .30 | |
| | | Richardson's | | .35 | |
| | | Seymour Smith & Son, hammer, 7 doz. | | .40 | |
| | | Stittman's, 7 doz. | | .40 | |
| | | Taintor's Positive, \$18.00 7 doz. | | .60 | |
| | | Scales | | | |
| | | Chatillon's: | | | |
| | | Eureka | | .35 | |
| | | Favorite | | .40 | |
| | | Grocers' triple scales | | .40 | |
| | | Family, Turnbull's | | .30 | |
| | | Hatch: | | | |
| | | Counter | | .60 | |
| | | Tonnage | | .60 | |
| | | Union Platform, plain | | .15 | |
| | | Strip | | | |

BENCH, HAND, ETC—

| | |
|---|-------|
| Bench, iron, 7 doz. 1 in. 25.00 | 25.75 |
| Bench, iron, 7 doz. 1 1/2 in. 30.00 | 30.75 |
| Bench, wood, 1 doz. 30.00 | 30.50 |
| Hand, wood, 30 doz. | 30.50 |
| Jack Screws, Miller's Falls, roller bearing | 50.10 |
| Jack Screws, Miller's Falls, without roller bearing | 40.10 |
| Jack Screws, P. S. & W. | 60.00 |
| Jack Screws, Sargent's | 70.10 |

Scroll Saws

| | |
|-------------------------|-------|
| Cricket | 10.10 |
| C. E. Jennings & Co. | 25 |
| Lester, complete, 10.00 | 15.10 |
| Rogers, complete, 4.00 | 15.10 |

Scythes

| | | |
|----------------------------------|----------------|--------|
| Cronk's | 7 Doz | \$8.00 |
| Wadsworth's | | |
| Natural Finish, grass | Polished Blade | |
| Grass: Painted or Bronzed, grass | | |
| Clipper, Grain; Weed and Bush | | 40% |

Scythe Rifles

| | |
|-----------------------|-----|
| 2-Coat, 7 gro., 10.00 | 40% |
| 4-Coat, 7 gro., 13.00 | 40% |

Scythe Stones

| | | |
|-----------------------------|-------|------------|
| Pike's Selling Assortments: | 7 Gro | |
| Assortment "A" | | \$4.75 net |
| Assortment "B" | | \$5.75 net |
| No. 1, Indian Pond | | \$ 7.00 |
| No. 2 | | 4.50 |
| White Mountain | | 9.00 |
| Black Diamond | | 12.00 |
| Lamotte | | 11.00 |
| Green Mountains | | 6.00 |
| Leader Red | | 4.50 |
| Willingby Lake | | 9.00 |
| Extra Quinnebog | | 7.00 |
| Pike's Corundum | | 18.00 |
| Quick Cut Emery | | 10.00 |

Seeders

| | | |
|--------------------|----|-----|
| Raisin, Enterprise | 25 | 30% |
|--------------------|----|-----|

Shears

| | | |
|---|-----|-------|
| Acme (cast) | 40 | 40.40 |
| Acme, Steel Japanned | 80 | 20% |
| Acme, Steel Nickle | 70 | 20% |
| Barnard Lamp Trimmers | 40% | |
| Carrier Cutlery Co. | | |
| N. F. Straight Trimmers | 63 | 3% |
| N. F. Bent Trimmers | 66 | 3% |
| Japanned Straight | 70 | 10% |
| Japanned Bent | 70 | 10% |
| Cronks | 70 | 10% |
| Nickle Plated | 70 | 10% |
| Japanned | 70 | 10% |
| Heinrich's | | |
| Straight Trimmers, etc. | 60 | 10 |
| Tallors' Shears | 40% | |
| Timmer's Snips | 40% | |
| See Pruning, See Pruning Hooks and Shears | 40% | |
| Seymour's Standard List: | | |
| Japanned | 70% | |
| Nickle | 60% | |
| Standard Cutlery Co.: | | |
| Japanned | 70 | 10% |
| Nickle | 60 | 10% |
| Star Brand: | | |
| Nickle Scissors | 60% | |
| Nickle Shears | 60% | |
| Japan Shears | 70% | |
| Tallors' Shears | 50% | |
| Pruners | 40% | |
| Timmer's Snips | 40% | |

Shears, Hedge

| | |
|----------------------|-----|
| Wm. Wilkinson & Sons | 50% |
|----------------------|-----|

Sheaves

SLIDING DOOR—

| | | | |
|-------------------------|-----|----|----|
| Corbin's list | 60 | 10 | 2% |
| Hadfield's Pattern | 70 | 10 | 2% |
| Stowell's Anti-Friction | 50% | | |
| Patent Roller | 60 | 10 | 2% |

SLIDING SHUTTER—

| | |
|----------------|-----|
| Sargent's list | 70% |
|----------------|-----|

Shells

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Ship Tools

| | |
|------------------|-----|
| L. & I. J. White | 25% |
|------------------|-----|

Shot

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Shovels and Spades

| | |
|---------------------------|------------|
| Association List, Nov. 15 | 40% |
| F. E. Kohler Co. | net prices |
| Avery Stamping Co. | 40% |

Shutter Bars

| | |
|------|-----|
| Ives | 45% |
|------|-----|

Shutter Bolts

| | |
|---------------------|--|
| See Bolts, Shutter. | |
|---------------------|--|

Skate Sharpeners

| | | |
|--------|--------|-------------------------|
| Eureka | 7 doz. | \$1.75; 7 gro., \$18.00 |
|--------|--------|-------------------------|

Slaters' Tools

| | |
|--------|-----|
| Plumbe | 80% |
|--------|-----|

Slaw and Kraut Cutters

| | | |
|---|---------|---------|
| Diamond's | | |
| Slaw, vegetable, corn grater, turnip shredder | 40% | |
| Kraut cutters, 2x7, 2x12, 2x19 | 50% | |
| Kraut cutters, 2x12, 4x12 | 40% | |
| Tucker & Dorsey: | | |
| 1 knife, 7 gro. | \$18.00 | \$20.00 |
| 2 knives, 7 gro. | \$23.50 | \$20.00 |
| Kraut cutters | 40% | |
| Woodrough & McFarlin | 40% | |

Sledges and Heavy Hammers

| | |
|--------------|--|
| See Hammers. | |
|--------------|--|

Slicers

| | |
|-----------------------|-----|
| Vegetable, Enterprise | 25% |
|-----------------------|-----|

Smiths' Bellows

| | |
|--------------|--|
| See Bellows. | |
|--------------|--|

Snaps, Harness, &c

| | | | |
|----------------------------------|-----|----|-----|
| German, new list | 40 | 40 | 10% |
| Sargent's | | | |
| Patent Guarded | 60 | 3% | |
| Covered Spring | 50 | 2 | 5% |
| Covert Mfg. Co.: | | | |
| Covert Breast strap, bkls snaps | 40% | | |
| Yankee Breast strap, bkls snaps | 80 | 2 | 5% |
| Breast strap protector | 45% | | |
| Double for bits or trace carrier | 45% | | |

| | |
|------------------|----|
| Trojan snaps | 45 |
| High grade snaps | 45 |
| Jockey snaps | 35 |
| Derby snaps | 30 |
| Rope snaps | 40 |
| Yankee snaps | 30 |

Scythe Snaths

| | | |
|--------------------|----|---------|
| National Snath Co. | 45 | 50% |
| Grain cradles | 40 | 12 1/2% |

Spike Shaves

| | | |
|--------------------------------|---------|-----|
| Bailey's (Stanley R. & L. Co.) | 50 | 10% |
| Iron, 7 doz. | 50 | 10% |
| Miller's Falls | 50 | 10% |
| Seymour Smith & Sons, iron | 15 | 10% |
| Wm. Johnson's | | |
| Wood, best | 30% | |
| Wood, second quality | 32 1/2% | |

Spoons and Forks

| | | |
|-------------------|-----|--|
| Atlas Spoons: | | |
| Tea, 7 gro. net | 45% | |
| Table, 7 gro. net | 90% | |

Boardman's

| | |
|------------------------------------|----------|
| Nickel silver, catalogue "D"..... | net list |
| SILVER PLATED FLAT WARE— | |
| . Boardman & Son, cat'lge "D"..... | net list |

| | | |
|-------------------------|----|-----|
| "Anchor" | 40 | 10% |
| "Eagle" | 60 | |
| "Star" | 50 | 10% |
| Rogers, Smith & Co. | 50 | 10% |
| Rogers & Hamilton | 40 | 10% |
| Holmes & Edwards | 50 | 10 |
| German silver, unplated | 60 | 10 |

KNIVES AND FORKS, NO. 12—

| | | |
|---------------------|------------|--------|
| "1847" | 7 Doz. Net | \$4.50 |
| "Anchor" | | 3.25 |
| "Eagle" | | 3.25 |
| "Star" | | 3.25 |
| Rogers, Smith & Co. | | 3.25 |
| Rogers & Hamilton | | 3.25 |
| Holmes & Edwards | | 2.75 |

Springs

| | |
|-------------------|--|
| See Door Springs. | |
|-------------------|--|

Spring Balances

| | |
|---------------|--|
| See Balances. | |
|---------------|--|

Spring Hinges

| | |
|-------------|--|
| See Hinges. | |
|-------------|--|

Squares

| | |
|---|-------------|
| astons Try sq're & T bevels, new list.. | 70% |
| try square and T bevel..... | 60&10&5@70% |
| Winterbottom's Try and Mitre: | |
| Iron Handle..... | 40% |
| Wood Handle..... | 50% |
| Nickel-pl'ted, new list, Jan. 5, '00. | 75&10&80% |
| Steel and Iron..... | 75&10&80% |

Staples

| | | | |
|--|---|-----|---|
| Barbed blind, 1/2, 3/4, & 1 in., 7 lb. | 6 | 3 | 4 |
| Poultry Netting | 3 | 1/2 | 3 |

FENCE—

| | |
|--|--|
| Same price as Barb Wire, see trade report. | |
|--|--|

Stay Rollers

| | |
|-----------------------------|--------|
| Cronk's, No. 50, net 7 doz. | \$1.00 |
| " " " " " " | 60c |
| " " " " " " | 84c |
| " " " " " " | 84c |
| " " " " " " | 80c |
| Lane's, Nos. 1, 2 and 3 | 40% |

Steels

| | |
|---------------------|-----|
| Chatillon's "Dicks" | 30% |
|---------------------|-----|

Stocks and Dies

| | | |
|----------|--|--|
| BICYCLE— | | |
|----------|--|--|

| | | |
|---------------|----|-----|
| Holroyd & Co. | 40 | 10% |
|---------------|----|-----|

BLACKSMITH'S—

| | | |
|---------------------------------|-----|-----|
| Butterfield's | 35 | 40% |
| Gardner's | 33 | 10% |
| Holroyd & Co. | 50 | 10 |
| Holroyd's R'd Adj. screw plates | 50% | |
| Reece's new screw plates | 25% | |
| Lightning screw plate | 25% | |

PIPE MAKERS—

| | | | | |
|---------------|----|----|----|-----|
| Holroyd & Co. | 80 | 10 | 50 | 10% |
|---------------|----|----|----|-----|

Stones

| | |
|----------------|--|
| See Oilstones. | |
|----------------|--|

Stops

| | |
|------------------|--|
| See Bench Stops. | |
|------------------|--|

Store Door Handles

| | |
|--------------|--|
| See Handles. | |
|--------------|--|

Store Ladders

| | |
|--------|-----|
| Lane's | 10% |
|--------|-----|

Stove Bolts

| | |
|------------------|-----|
| Myers' Noiseless | 50% |
|------------------|-----|

Stove Polish

| | |
|--------------------|--|
| See Polish, Stove. | |
|--------------------|--|

Sweepers

| | |
|----------------------|--|
| See Carpet Sweepers. | |
|----------------------|--|

Swing Chairs, Steel

| | | |
|-------------------------|--|--|
| Haggard & Marcuseon Co. | | |
| "Comfort" per doz. | | |

Tackle Blocks

| | |
|-------------|--|
| See Blocks. | |
|-------------|--|

Tacks, Finishing Nails, &c

| | | | |
|---------------------------------------|----|--------|-----|
| Tackle Blocks | | | |
| Blocks. | | | |
| Tacks, Finishing Nails, &c | | | |
| New List, May 1, 1905. | | | |
| American Carpet Tacks..... | 90 | 27 1/2 | 10% |
| American Cut Tacks..... | 90 | 27 1/2 | 10% |
| Swedes Cut Tacks..... | 90 | 27 1/2 | 10% |
| Swedes Upholsterers'..... | 90 | 25 | 10% |
| Gimp Tacks..... | 90 | 25 | 10% |
| Lace Tacks..... | 90 | 25 | 10% |
| Trimmers' Tacks..... | 90 | 25 | 10% |
| Looking Glass Tacks..... | 65 | 4 | 5% |
| Bill Posters' & Railroad Tacks..... | 90 | 25 | 10% |
| Hungarian Nails..... | 85 | | |
| Finishing Nails..... | 70 | 10 | |
| Trunk and Clout Nails..... | 70 | 10 | |

NOTE—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights.

MISCELLANEOUS—

| | | | |
|-------------------------|----|----|-----|
| Double Point, in dozens | 30 | 25 | 10% |
| Shade, in dozens | 30 | 10 | 10% |
| Shade, in bulk | 30 | | |

Tack Pullers

| | |
|------------------------------|--------|
| Columbia, No. 1, 7 doz., net | \$5.00 |
| " " " " " " | 1.00 |
| Little Jack, 7 doz., net | 1.00 |

Tapes, Measuring

| | | |
|-----------------------------|----|--------|
| Eddy's | | |
| American Asses' skin | 40 | 10/50% |
| Leather Case | 25 | 25/10% |
| Star steel | 40 | 40/10% |
| Steel | 80 | 5/55% |
| Chestermans | 25 | 25/45% |
| Keuffel & Esser Co. | | |
| "Favorite" Ass skin | 40 | 10/50% |
| "Favorite" Duck & Leather | 35 | 35/45% |
| Metallic steel, lower list | 35 | 35/45% |
| Pocket | 35 | 35/45% |
| Larkin's steel and metallic | 30 | 32 1/2 |

Tap Borers

| | |
|------------------|--|
| See Borers, Tap. | |
|------------------|--|

Tap

| | | |
|------------------------|---------------|-----|
| Tap | | |
| American Screw Co.: | | |
| Machine screw | | 70% |
| Holroyd & Co's: | | |
| Blacksmiths | 60 & 10% | |
| Machine screw | 75 & 10% | 80% |
| Machinists' Hand: | | |
| 1-16 to 1 1/2 in. inc. | 65 & 10% | |
| 1 1/2 to 2 in. inc. | 50 & 10 & 45% | |
| 2 1/2 to 3 in. inc. | 50 & 10 & 45% | |
| 3 1/2 to 4 in. inc. | 50 & 10 & 45% | |
| Pipe, 1/2 to 1 1/2 in. | 80 & 20 & 50% | |
| Pipe, 2 to 3 in. | 80 & 15 & 50% | |
| Pipe, 3 1/2 and 4 in. | 60 & 15 & 50% | |

Tap Wrench

| | | |
|-----------------|--------|-----|
| Rollie Hdw. Co. | \$5.00 | 50% |
|-----------------|--------|-----|

Thumb Latches

| | |
|--------------|--|
| See Handles. | |
|--------------|--|

Ties, Wall and Veneer

| | | |
|---------------------------------|----|-----|
| The Metal Stamping Co., Niagara | 30 | 10% |
|---------------------------------|----|-----|

Tinware

| | |
|------------------------------|------------|
| Stamped, Japanned and Plated | net prices |
|------------------------------|------------|

Tire Bolts

| | |
|------------|--|
| See Bolts. | |
|------------|--|

Tobacco Cutters

See Bolts.

Tobacco Cutters

Toilet Clippers

| | |
|---------------|--|
| See Clippers. | |
|---------------|--|

Trace Holders

| | |
|-------------------------|------------|
| Fernald's, 7 doz. pairs | net \$1.25 |
|-------------------------|------------|

Trammel Points

| | |
|-------------------------------------|------------|
| ernald's, 7 doz. pairs..... | net \$1.25 |
| Trammel Points | |
| C. E. Jennings & Co., "Eureka"..... | 25% |
| Diston's..... | 70% |
| Sargent's..... | 40 & 10% |
| Stanley's..... | 45% |

Transom Lifters

| | |
|--|---------------|
| Payson's solid grip, Nos. 643 and 644, | |
| 7 doz. net..... | \$35.00 |
| Payson's: | |
| Balance, Iron list | 70 + 10 + 10% |

Traps

| | | |
|------|--|--|
| FLY— | | |
|------|--|--|

| | | | |
|--------------|--------|---------|-----------------|
| FLY- | | | |
| Balloon..... | 7 doz. | \$1.25, | 7 gro., \$12.00 |
| Globe..... | " " | 1.25, | " " 12.00 |
| Harper..... | " " | 1.40, | " " 18.50 |

GAME—

| | |
|----------------------|----------------|
| Enterprise Mole... | 15&10% |
| Hawley & Norton..... | 65% |
| Newhouse..... | 45@45&5% |
| Victor..... | 70&10@70&10&5% |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes
National Cutlery Co., Detroit, Mich.

Agricultural Implements
Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes
American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal
Magnolia Metal Co., New York

Anvils
Alfred Field & Co., New York

Arbor Presses
Chandler & Farquhar, Boston

Augers and Auger Bits
John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automatic Shears and Scissors
Davies Automatic Shear Co., New York.

Automobiles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Awnings
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease
Frazer Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil
Frazer Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal
Magnolia Metal Co., New York

Balances, Sash (Spring)
Fullman Mfg. Co., Rochester, N. Y.

Barb Wire
Fuller Bros. & Co., New York

Barn Paints
E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures
Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal
Magnolia Metal Co., New York

Beef Shavers
Enterprise Mfg. Co. of Pa., Phila.

Beet Forks
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes
American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'
C. E. Jennings & Co., New York, N. Y.

Bells and Gongs
John H. Graham & Co., New York

Belt Dressing
Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Punches
Sattley Stacker Co., Indianapolis, Ind.

Belt Shifters
Chandler & Farquhar, Boston

Beltting
Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears
Chandler & Farquhar, Boston

Bicycles
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands
F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries
Cashman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Blocks, Tackle
Lane Bros., Poughkeepsie, New York

Boiler Feeders
N. A. Watson, Erie, Pa.

Bolts, Bolt Ends, Etc
Columbus Bolt Works, Columbus, O.

Boring Machines
Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners
Cary Mfg. Co., New York

Box Haaps and Hinges
Cary Mfg. Co., New York

Box Straps
Cary Mfg. Co., New York

Braces, Carpenters
John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets
E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Shelf
Piqua Bracket Co., Piqua, Ohio

Brands, Burning
Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods
Walworth Mfg. Co., Boston, Mass.

Brick Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods
Columbus Bolt Works, Columbus, O.

Broad Axes
National Cutlery Co., Detroit, Mich.

Builders' Hardware
Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggie Foundry Co., Cleveland, O.

Bungs
John Sommer's Son, Newark, N. J.

Butcher Knives, Tools and Steels
John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales
John Chatillon & Sons, New York

Butchers' Tools
John Stortz & Son, Philadelphia, Pa.

Butchers' Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door
Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Medicine
Udell Works, Indianapolis, Ind.

Calipers
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers
John H. Graham & Co., New York

Carpenters' Pencils
Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters
Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts
Columbus Bolt Works, Columbus, O.

Carriage Top Dressing
Frank Miller Co., New York

Carriers, Hay
F. E. Myers & Bro., Ashland, Ohio

Casters
Faultless Caster Co., Nebraska City, Neb.

Casters (Furniture)
Geo. P. Clark Co., Windsor Locks, Conn.

Cement Rollers
John Stortz & Sons, Phila., Pa.

Chafing Dishes
Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist
Jos. F. McCoy Co., New York.

Chain Pump Buckets
Henry C. Freshour, Bridgeport, Conn.

Chains
Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Onida Community, Onida, N. Y.

Chains, Cow
Covert Mfg. Co., Troy, N. Y.
Onida Community, Kenwood, N. Y.

Chains, Halter
Onida Community, Ltd., Kenwood, N. Y.

Chains, Sash
Onida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats
Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass
Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners
Enterprise Mfg. Co. of Pa., Phila.

Chisels
L. & I. J. White Co., Buffalo, N. Y.

Chisels, Cold
John Stortz & Son, Philadelphia, Pa.

Chisels, Firmer
Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps
North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet
E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers
John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers
Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'
American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars
A. J. Phillips Co., Fenton, Mich.

Coach Oil
Snowflake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks
John H. Graham & Co., New York

Coffee and Spice Mills
Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)
Fullman Mfg. Co., Rochester, N. Y.

Coke Forks
Geneva Tool Co., Geneva, O.

Conductor Pipe
Am'can Steel Roofing Co., Middletown,

Contractors' Asphalt Tools
John Stortz & Sons, Philadelphia, Pa.

Cookers
Toledo Cooker Co., Toledo, Ohio.

Cooking Utensils (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Coopers Tools
L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers
Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews
Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks
Geneva Tool Co., Geneva, O.

Corundum Wheels
Pike Mfg. Co., Pike, N. H.

Cotton Hoes
Geneva Tool Co., Geneva, O.

Counterfeit Detectors
Pelouze Scale & Mfg. Co., Chicago

Countersinks
C. E. Jennings & Co., New York

Cover Lifters, Stove
Fanner Mfg. Co., Cleveland, O.

Crayons
Jos. Dixon Crucible Co., Jersey City, N. J.

Cupboard Catches
Champion Safety Lock Co., Geneva, O.

Cupboard Turns
Champion Safety Lock Co., Geneva, O.

Curled Hair
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs
John H. Graham & Co., New York

Cuspadors
Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery
Davies Automatic Shear Co., New York.

Cutlery, Pocket
John Chatillon & Sons Co., New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails
Fuller Bros. & Co., New York

Cutters, Rod
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers
Fanner Mfg. Co., Cleveland, O.
Taylor & Boggie Foundry Co., Cleveland, O.

Dies, Steel
Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks
Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles
Alfred Field & Co., New York

Door Holders
Caldwell Mfg. Co., Rochester, N. Y.
Fullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs
Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls
Champion Safety Lock Co., Geneva, O.

Drawing Instruments
Kettel & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Drawing Knives
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Drills, Bench
Chandler & Farquhar, Boston, Mass.
(See Twist Drills)

Dry Goods Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters
Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks
Geo. P. Clark Co., Windsor Locks, Conn.

Ears, Knobs and Handles
Berger Bros. Mfg. Co., Philadelphia, Pa.

Edge Tools
L. & I. J. White Co. Buffalo, N. Y.

Egg Beaters (Dover)
Holt Lyon Co., Tarrytown, N. Y.

Electric Bells and Supplies
John H. Graham & Co., New York

Elevators
Kimball Bros. Co., Council Bluffs, Iowa

Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.

Enamel Ware (Ten Cent)
Baltimore Stamping Co., Baltimore, Md.

Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

Export Agents
John H. Graham & Co., New York

Fans (Ventilating, Ceiling)
D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.

Farm Fencing
New Jersey Wire Cloth Co., Trenton
and New York

Farming Tools
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Faucets, Metal
John H. Graham & Co., New York

Faucets, Wood
John Sommer's Son, Newark, N. J.

Fences (Stel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

Filters
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
N. A. Watson, Erie, Pa.

Filters, Water
N. A. Watson, Erie, Pa.

Fire Arms
Alfred Field & Co. New York
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

Fire Pots
Clayton & Lambert Mfg. Co., Detroit,
Mich.

Fishing Tackle
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.

Flint Paper
Baeder & Adamson Co., Phila. and N. Y.

Floor Plates
American Tube and Stamping Co.,
Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Frying Pan Lid
Kitchen Specialty Mfg. Co., Reading, Pa.

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City,
N. J.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

Garnet Paper
Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleve-
land, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago

Grade Finders
American Combined Level & Grade
Finder Co., Railroad, Pa.

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Graphite
Jos. Dixon Crucible Co., Jersey City, N. J.

Grass Hooks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Gummers, Saw
Henry Disston & Sons., Phila., Pa.

Guns
Alfred Field & Co., New York
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

Hack Saws (Sterling)
Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buf-
falo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven,
Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

Hammers
Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls,
New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Shelving
J. D. Warren Mfg. Co., Chicago, Ill.

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
E. E. Josef Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleve-
land, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Oil
Frazer Lubricator Co., Chicago, Ill.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Harness Soap
Frazer Lubricator Co., Chicago, Ill.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Hommel Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Holst Chain)
Jos. F. McCoy Co., New York.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Hoof Oil
Frazer Lubricator Co., Chicago, Ill.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City,
N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City,
N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose Rack
Specialty Mfg. Co., St. Anthony Park
Minn.

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.

**Holders, Pillow Sham and Dust
Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
John Scott & Son, Phila., Pa.
L. & I. J. White Co., Buffalo, N. Y.

Injectors
N. A. Watson, Erie, Pa.

Injectors, Excelsior
N. A. Watson, Erie, Pa.

Ironing Boards
Tyrone Ironing Board Co., Tyrone, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago,
Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Eggs Mfg. Co., Bridgeport,
Conn.

Job Lots
Chas. Welland, New York, N. Y.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders (Rolling)
Bicycle Step Ladder Co., Chicago, Ill

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Lawn Fences
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
Leader Mfg. Co., Hartford, Ct.
John Sommer's Son, Newark, N. J.

Letter Boxes
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.

Levels
American Combined Level & Grade
Finder Co., Railroad, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleve-
land, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Lubricants
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.

Lubricators
Geo. W. Cole Co., New York, N. Y.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Disston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
John Sommer's Son, Newark, N. J.
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Keuffel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co., Cleveland, O.

Packing Rubber

Vorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints

Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Paving Tools

John Storrs & Sons, Phila., Pa.

Patents

Davis & Davis, New York

Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Pocket Knife Tool Kit

U. J. Ulery, New York, N. Y.

Polish, Stove

Jos. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Postal Scales

Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and
Sheffield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York
Gem Cutlery Co., New York

Reamers

C. E. Jennings & Co., New York

Reels, Wood

John Sommer's Son, Newark, N. J.

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co. Philadelphia

Reversible Nippers

The Nettleton Mfg. Co., Middletown,
Conn.

Revolvers

Harrington & Richardson Arms Co.,
Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton,
Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels

Geo. P. Clark Co., Windsor Locks, Conn

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Keuffel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adamson & Co., New York,
Philadelphia, Boston and Chicago

Sash Balances, (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport,
Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport,
Conn.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)

Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Sash Ribbon and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Cincinnati, Ohio.
Henry Dieston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Clamps

C. W. Cardwell Mfg. Co., Jamaica,
N. Y.

Saw Gummars

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Osgood Scale Co., Binghamton, N. Y.
Pelouze Scale & Mfg. Co., Chicago

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Drivers

The Ducharmes Co., Shelburne Falls,
Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co.,
Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seals

Schwerdtle Stamp Co., Bridgeport, Conn

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
R. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

Piqua Bracket Co., Piqua, Ohio

Shot Guns

Harrington-Richardson Arms & Tool Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

Shovels

A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops

Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels

Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprise Mfg. Co. of Pa., Phila.
Henry Diston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Specialties, Hardware and Household**
Parks & Parks, Troy, N. Y.
- Spec'al Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila., Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Spring, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
Henry Diston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.
- Squares (Universal)**
The Duby & Shinn Mfg. Co., New York, N. Y.
- Stamps, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn.
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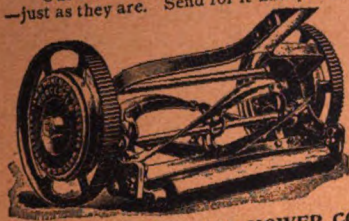
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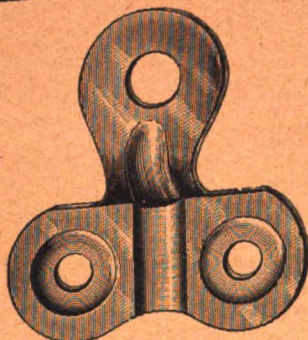
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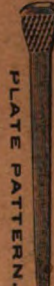


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WITH QUALITY THAT
GETS AND KEEPS
CUSTOMERS

AN ASPHALT CORK
ROOFING
THAT HAS COME TO STAY
TREMENDOUS SALES
HAVE PROVEN IT.

NO STOCK IS COMPLETE
WITHOUT THEM
RENOWNED FOR THEIR
SUPERIOR QUALITY

WHEN QUALITY COUNTS
ASK FOR
STOWELL'S
STOWELL MFG. CO.
JERSEY CITY, N.J.

**WOULD YOU
BELIEVE A
MAN WHO TELLS
YOU THE MOON
IS MADE OF
GREEN CHEESE?**

OF COURSE NOT

NOR DO YOU
WANT TO BELIEVE
THE MEN WHO
TELL YOU THAT
ROOFINGS
MADE OF TAR
PITCH OR WATER-
PROOF COM-
POUNDS ARE
AS GOOD AS
ROOFINGS
MADE OF

**NATURAL
TRINIDAD
ASPHALT**

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AUTOMATIC SAFETY RAZOR

Won for Itself One Thousand New Customers in a Single Month!

Conclusive evidence that its simplicity—its twenty-four always keen blades, needing neither honing nor stropping—the all-satisfying shaves they give—have “made good” our every claim for it.

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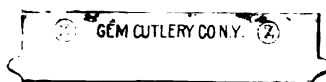
The ZINN the Chief of Safety Razors.

If skeptical at all, try a ZINN. A shave or two will convince you quicker than a wink. It will do more than that. It will make you a ZINN enthusiast—will help you talk ZINN to your customers.

We have a special agency proposition for you.
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Show A Customer
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He Will Buy
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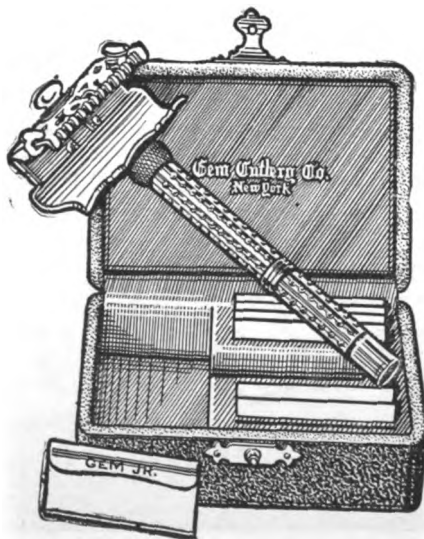


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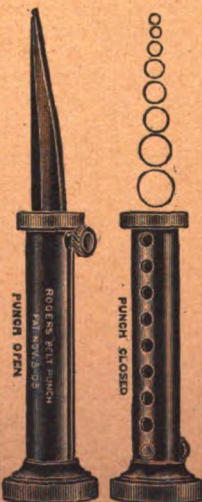
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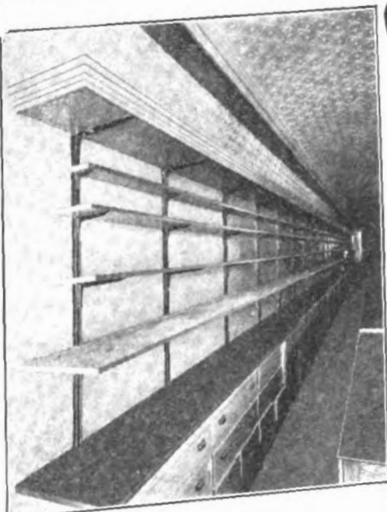
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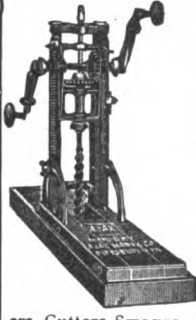


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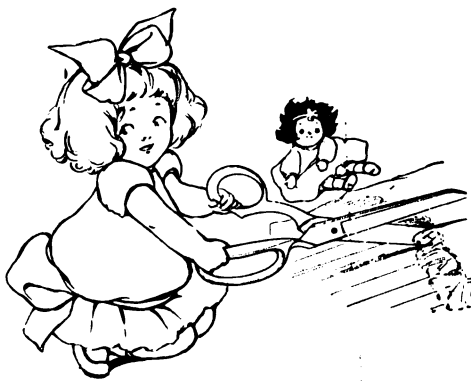
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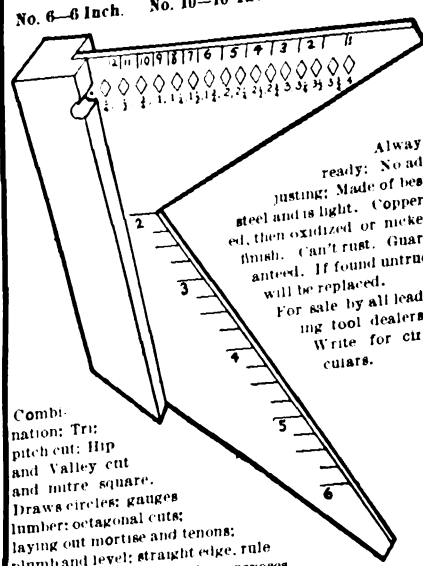
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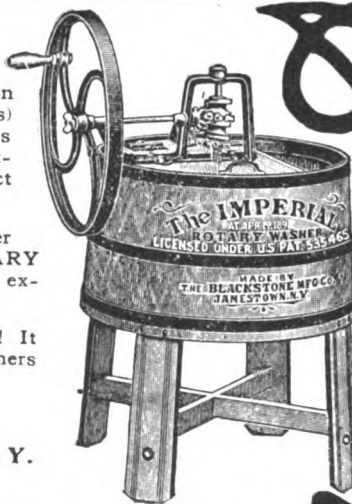
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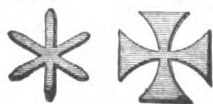


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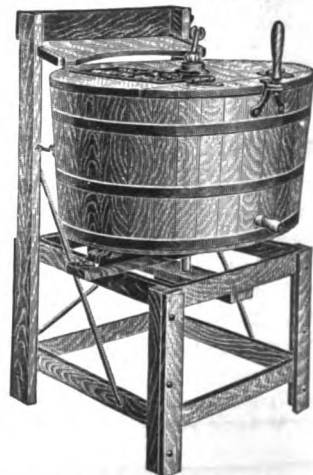
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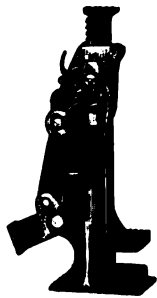


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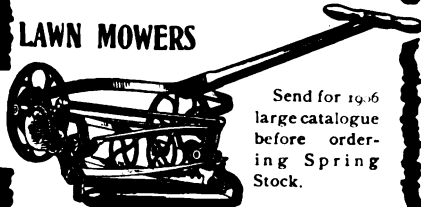
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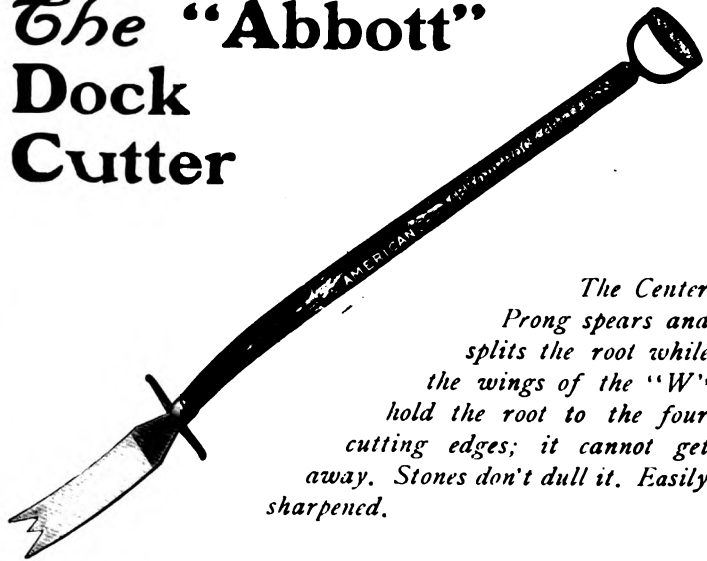
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Tool
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NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



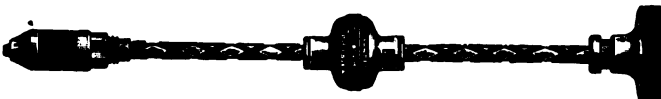
NO. 15—RATCHET, WITH FINGER TURN ON BLADE



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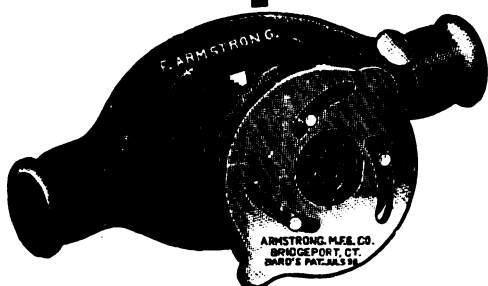
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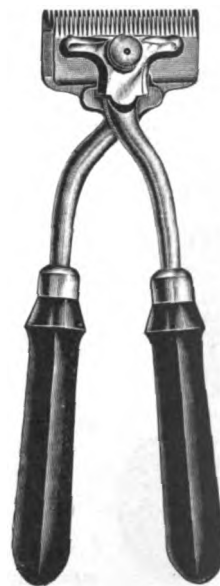
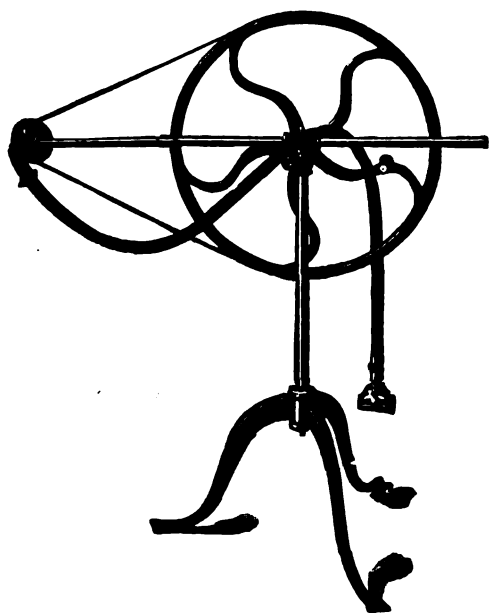
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Four times
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Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.

For Sale by all Hardware jobbers
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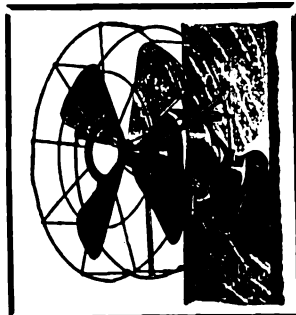
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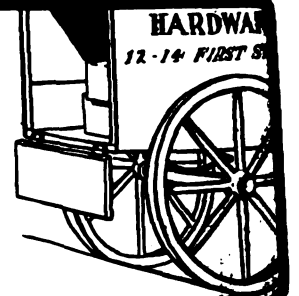
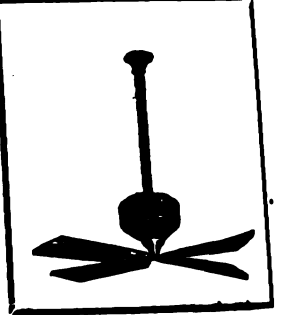
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That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

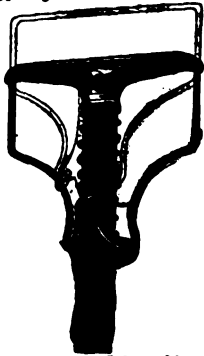
will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head.

THE CRYSTAL COFFEE MILL
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

THE FAMOUS GEM
is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE RIGHT SPACE SPICE CABINET
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



The Jewel Coffee Mill



Right Space Spice Cabinet

Write for Our Latest Catalog
ARCADE MANUFACTURING CO.
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ATKINS HIGH GRADE SILVER STEEL SAWS

Sells readily at a good profit.



Satisfy your customer and bring him back to you.

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Don't wait until tomorrow but write at once for the exclusive agency for the
ROYAL BLUE WASHING MACHINE

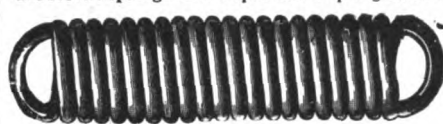
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These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



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"Giant," "Red Metal"

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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

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CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel,

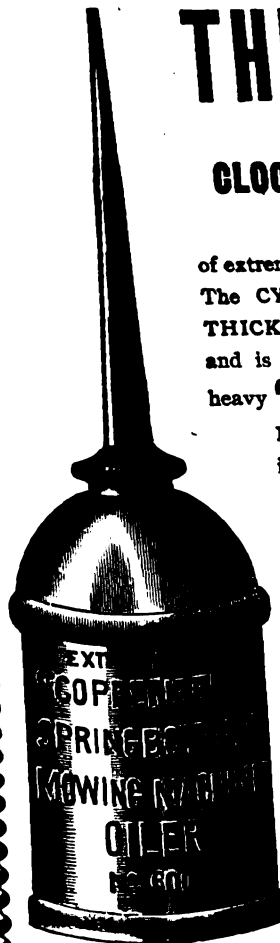
Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

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AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

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THE HEART OF THE MATTER

In this Nipper is the Double Jaw with four blades instead of two. Adjustable—reversible—interchangeable—equal to two pairs of any other kind. Five sizes: 6 in., 8 in., 10 in., 12 in., 14 in.

The NETTLETON REVERSIBLE NIPPER

Is acknowledged the strongest and handiest Nipper on the market. Sell? We never saw the beat of it!

If you want to please your Nipper using friends, put in the Nettleton. It'll talk for you and sell itself.

Pat.
May 22,
1906

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Office and Salesroom: 137 CHAMBERS STREET, NEW YORK
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Address all correspondence pertaining to sales to N. Y. Office



HARDWARE

Application for a charter has been made to the Pennsylvania State authorities by the Westinghouse Consolidated Foundries Company of Pittsburg, Pa. The object is for the various Westinghouse Companies, which now have foundries at Pittsburg, Allegheny City, Cleveland and Attica, N. Y., to have all their castings made in one factory, which is located at Trafford City near Pittsburg. This plan is to assure greater economy and uniformity in the making of foundry products.

The Avery Stamping Company, Cleveland, Ohio, is sending out another set of advertising blotters as a companion for the five which have been sent to the Honorable Mr. Hardware Merchant of the United States at intervals during the past years. As with the popular "Never-Break" steel seamless cooking utensils and patented hand shovels, spades and scoops which these blotters are meant to popularize even more than has been done by their elder brothers, this absorber of superabundant writing fluid is above the average and the results naturally most gratifying.

Consul F. S. Hannah, of Magdeburg, reports that the municipal authorities of Nordhausen have forbidden the wearing of dress trains inside the city limits. Last year, "to prevent danger to health and annoyance by raising of dust," the police board forbade the ladies to allow their dress trains to drag on certain promenades and principal streets. By a recent action of the health commission, this order has been extended to cover the entire city, and disobedience shall be punished more severely than formerly. The present penalty for violations of this ordinance is by fine not exceeding \$7.14, or imprisonment for a corresponding number of days. This, so far as the consul can ascertain, is the first city in Germany to put itself on record as opposed to this menace to health.

The Janney-Semple-Hill Hardware Company, Minneapolis, Minn., will erect an immense new warehouse at a cost of \$260,000, at the corner of First Street and Third Avenue South. The plans, which were drawn by Long & Long, architects, have just been completed and provide for a seven-story structure, making one of the largest warehouses in the entire Northwest. The structure will be 142 by 198 feet. Brick will be used in the exterior construction and reinforced concrete on the interior.

A regular meeting of the Cycle Association of the United States was held in Niagara Falls, N. Y., on the 6th inst., the session being one of twelve held each year to discuss the trade situation. It was stated at this manufacturers' meeting that the bicycle outlook is rapidly improving. During the past year 24,000 automobiles were sold and nearly ten times that number of bicycles were disposed of. A large increase in the sale of bicycles is predicted for the coming year.

The present total production of rubber throughout the world is estimated by French experts at 57,000 tons. Of this total 55 per cent. comes from America and Africa. The consumption of rubber by the principal countries of the world in 1904 was, in tons, as follows: The United States, 26,470; Germany, 12,800; Great Britain, 10,000; France, 4,130; Austria-Hungary, 1,320; Holland, 1,218; Belgium, 748; and Italy, only 588 tons.

NEW CHICAGO BRANCH OF THE ARMSTRONG MFG. CO. OF BRIDGEPORT, CONN.

In order to better serve the needs of a greatly increased Western business in their steam, water and gasfitters' tools and machines, The Armstrong Manufacturing Company, of Bridgeport, Conn., has lately opened a branch office and warerooms at 23 South Canal Street, Chicago, Ill. The new branch is in charge of Hugh S. Laing, formerly Assistant Manager of the New York City branch. The premises include an office and show room, 18 feet wide by 150 feet deep, and a large basement for storage. In addition to a complete line of the genuine Armstrong Stocks and Dies, there will be carried a full stock of Armstrong's Pipe-Cutters, Pipe Vises, Bard Adjustable Bushings, Ratchet Attachments for Die Stocks and Pipe Wrenches. In the salesroom a full line of pipe cutting and threading machines taking up to 6-inch pipe are on exhibition. In the wareroom a full stock will be maintained to enable customers in the district to receive their orders promptly. Buyers of Pipe-fitters' tools in the West or central part of the country are cordially invited to communi-

cate with the Chicago office for any particulars concerning the Armstrong tools.

RECEIVES AMOTHER DEGREE.

Webster R. Walkley, managing director of the New York branch of the Peck, Stow & Wilcox Co., 27 Murray Street, New York, was given the honorary degree of Doctor of Civil Law (D. C. L.) on the occasion of the one hundred and twenty-third commencement, June 6, of Dickinson College, Carlisle, Pa. This college is the second oldest in Pennsylvania, having been organized in 1783, and of which George E. Reed, S. T. D. and LL. D., is president. Mr. Walkley is a graduate of Wesleyan University, Middletown, Conn., class of 1860, and for 15 years has been one of its trustees, being elected by the alumni.

THE AMERICAN EXPORTER.

That our commercial relations with South America are still far from satisfactory is shown in a number of timely and able articles which appear in the current issue of the *American Exporter*.

From one of the articles, under the title of "Commercial Relations Between the United States and Its Twenty Latin-American Sister Republics," we see that, while the twenty Latin-American republics imported in 1905 goods to the value of nearly \$610,000,000, only \$181,000,000 came from the United States. However, of this share of American trade more than one-half is credited to Mexico and Cuba, consequently leaving very little for Central and South America. In other words, while our trade is tremendous in Mexico and Cuba, throughout South America we are doing but a trifle of business. There is not a single country in South America where our trade can compare with that of Europe, and this in spite of the fact that the United States is one of the largest buyers of South American products. The ten republics of South America imported in 1905 goods to the value of \$403,000,000, to which this country contributed less than 15 per cent!

The above referred to article gives a clear idea of our commercial relations with each of the twenty Latin-American republics and should be read by anyone interested in our commercial intercourse with Latin-America.

When it is considered that the twenty Latin-American republics cover an area equal to that of the German Empire, while the total population of those vast territories scarcely approaches that of the Fatherland, it will be readily understood that there is room for immigration and colonization, the prime elements in the development of any unsettled country.

The entire issue is profusely illustrated by portraits of South and Central American Presidents and typical views of tropical scenery. The publisher, Mr. William J. Johnston, who last year accompanied Secretary Taft to the Far East, will personally attend the Congress in Rio de Janeiro, and subsequently make an extensive tour of South America.

THE PAN-AMERICAN CONFERENCE.

The much talked about Third International Conference of American Republics will open in Rio de Janeiro, Brazil, on Saturday, July 21st, and remain in session until September 1st. Hon. Elihu Root, our distinguished Secretary of State, will shortly sail for Rio de Janeiro on board the cruiser "Charleston," one of the latest and finest vessels in the navy. The delegates, six in number, headed by Hon. William I. Buchanan, ex-Minister to Argentina and Panama, member of the last Pan-American Conference in Mexico City, will sail from New York on July 2d, on the S. S. "Byron." A number of distinguished South American diplomats at Washington have already left for Europe, whence they will proceed to Rio.

BRITISH CONSULAR REPORTS.

The London Times, referring to an official statement made by Sir Alfred Bateman concerning British consular reports, says:

"The deductions from the study of 171 British consular reports, as summarized, appear to be somewhat familiar in certain respects. Contrary to those of Germany and the United States, the reports of the consular officers of this country consist more of critical than of informative matter; and it is the general opinion that a little more information of a definite and positive character as to trade opportunities abroad would amply compensate for a retrenchment or even total abandonment of those diatribes on British commercial methods with which British manufacturers are already too painfully familiar."

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

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309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

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JUNE 25, 1906

Editorial Trade Review

Vacation trips are now the order of the day. The travelers, having reached the end of their hard work for the season, are in a position to start out first on the camping-out idea, and enjoy life without a strain, when the fact that they are resting on their oars, figuratively speaking, leaves the store force but little else to do than fill the "hand to mouth" orders that daily arrive, and figure on their own contemplated absence, and the knowledge of their absence gives the boys that linger enough more to do to make them glad when their turn arrives.

Vacations were organized when buying was the feature of two respective seasons—Spring and Fall—and more latitude was given to those who vacationized because, when it occurred, trade was rather dull, but they had to get back before the first of August, as Fall goods commenced to arrive from England and other countries, and the evening hours had to be utilized only too often to get the goods sampled and placed in stock.

We have all settled down in the belief that the prosperous condition of our beloved country is going to last indefinitely, and can prepare for it without misapprehension. Prices are as low now as they are apt to be this Fall, and when we take note of the condition of things generally, instead of preparing to take on light stock when the Fall stocks are not usually of that quantity, we shall order early with some degree of perfect confidence in the near future and then look out for floods of goods—provided we can get them. Many lines now are bought ahead of their wants, so many people in these confident times think that a wise thing to do. The trend of prices, if any is noticeable, is of an upward character and, unless time is taken by the forelock, the goods will certainly not be forthcoming. Almost any retail dealer knows only too well the time to sell is when you've got the stock in the house. That's "the why and the wherefor." Nowa-

days orders for axes, coal-hods, elbows, stoveboards, lanterns, scoops, etc., are all ordered in the early Spring for the possible wants of Fall. There will be no stocks of goods to any great amount carried over. Everything was sold up close; even screen doors, about the combination prices of which the dealers rebelled early in the season, were sold, no matter about price—the thing was to get them. Like wirecloth, there was lots of it sold and none to carry over. The same is true of cream freezers, lawn mowers, steel goods, etc.

Winter goods are in the same condition as far as any stock on hand is concerned. The principal fear that exists among the trade is that they won't get all that's coming to them, which past experience tells them is among the possibilities.

ANALYSIS OF COMMERCE OF THE UNITED STATES.

Analysis of the foreign commerce of the United States, recently presented by the Department of Commerce and Labor through its Bureau of Statistics, have included discussions of trade relations with each of the principal countries, and an analysis of these analyses presents some interesting general facts about our trade relations with each of the great divisions of the world, whether geographic or climatic.

Thus it appears that imports from Europe increased a little more than one-half in the period from 1895 to 1906; from North America nearly doubled; from South America showed but a slight increase; from Asia practically doubled; from Oceania, including Hawaii, trebled, and from Africa increased about one-half. On the other hand, exports to Europe nearly doubled in the period from 1895 to 1906; to North America nearly trebled; to South America more than doubled; to Oceania more than trebled, if we include the trade with Hawaii; to Africa more than doubled, and to Asia in 1905 were 7 times as great as in 1895.

Manufactures supply the largest part of the imports from Europe, and agricultural products, copper, mineral oil, leather, and iron and steel supply the largest part of the exports thereto. The bulk of the North American imports are sugar from Cuba; coffee, sisal, fruits, copper, and lead from Mexico, Central America, and the West Indian Islands; timber, lumber, fish, and nickel ore from Canada; the exports to North American countries are chiefly manufactures, also meats, flour, and other food stuffs to those at the south. From South America the imports consist chiefly of coffee, india rubber, wool, hides, and skins, while the exports thereto consist chiefly of manufactures and certain lines of food stuffs. From Asia the imports consist chiefly of tea, coffee, raw silk, fibers, wool, pig tin, and wrapper tobacco, and the exports to Asia consist largely of cotton cloths, mineral oil, copper, and miscellaneous manufactures. From Oceania the imports are chiefly tropical products and the exports thereto chiefly manufactures and food stuffs. From Africa the imports are chiefly tropical and subtropical products and the exports thereto chiefly manufactures.

Of manufactures, the exports for the fiscal year 1906 will be about 600 million dollars, of which about 250 millions go to Europe, the large proportion of the manufactures sent being copper, mineral oils, manufactures of iron and steel, boots and shoes, and scientific instruments. The exports of manufactures from the United States have grown from 183½ millions in 1895 to about 600 millions 1906, and the share which manufactures form of the exports, from 18 per cent. in 1890 and 23 per cent. in 1895 to about 34 per cent. in 1906.

DEATH OF JAMES A. NEALEY.

James A. Nealey, agent of the American Screw Co., Providence, R. I., died at his home in Providence on the evening of Monday, June 18, from heart failure consequent upon pneumonia. Mr. Nealey was a native of Rhode Island, having been born in Pawtucket in 1842, and from early youth had been employed with the American Screw Co., with which he began his connection soon after its incorporation, which was in 1860. After occupying various positions as salesman and clerk, he was elected secretary of the corporation in 1884, and had served continuously from that time in the several positions of secretary, treasurer and agent, having occupied the last named position for the past fifteen years. In 1892 he married Miss Grace G. Allen of Pawtucket, who survives him. He had no children.

THOSE "CLEARING UP" SALES.

It's all right to be just clearing out old stock at bargain prices sometimes; once in a while though people like to see you blossom out new, even if they have to dispense with your cut-rate offers in your advertising temporarily. To be constantly "overstocked," selling out old goods," "cleaning up," "making room," etc., gives one the impression that so many and such long continued sales are fakes or else that you must be loaded down with all of the commercial flotsam in the universe and therefore a poor place to buy. Keep the old stuff closed out as much as possible, sure, even if you have to sell some of it below cost, but don't keep all your advertising in that angle. Make yourself a reputation for being bright, new, clean and base the bulk of your advertising on that. Even offer some article at a closing-out price while it is new, if necessary. 'Twill be a novelty among sales and will strengthen your reputation. Work the old stuff off in private sales when you find the man who wants that kind at bargain prices, but don't make too much of a public holler that you have old stuff on hand. Your customer won't say much about it for he isn't proud of his cheap purchase; why should you be more so? Chances are the fellow who wants the old, rusty, shelf-worn, out-of-date stuff wants to keep it quiet and is a great deal more likely to come and whisper his wants to you when his neighbors are not looking than he is to come and buy just after you have been shouting to the whole town that you have a lot of bum stuff to dispose of. Be new, be bright, be shiny and make a commercial parlor of your main stock while you quietly shove the beggar stuff out at the back door of your sales department when the rest of the town is not on the watch.

HOW A CHERRY STONER APPEALS TO A WOMAN.

The woman who finds a machine that will stone cherries without reducing them to pulp; that will not stain her hands with juice and wrinkle them until it "sets her teeth on edge," or hopelessly discolor her clothing, is not again going to waste hours of tiresome pottering over hand stoning if she has to sell part of her cherries to pay for the stoner.

Few simple household duties savor more of the disagreeable. The juice will spatter in all directions, soon the fingers get smeared, and so sticky that they only increase the muss when they try to stop the progress of the juice which about this time commences to trickle down the sleeve.

A woman may doubt the efficiency of the cherry stoner, but she is open to conviction. The main thing is to get her attention; to make known and prove your claims. She will first investigate whether the pits are cut out without unnecessarily mutilating the fruit; and will want a machine readily adjustable to the various sized cherries. She will object if many of the pits are dropped into the stoned cherries. A few revolutions of the crank and the steady flow of pits from the spout is sufficient proof of its time-saving value. And the fact that she need not even touch the fruit unless to remove a defective cherry eliminates the last disagreeable feature—the stained hands, which she feels for a week like hiding.

The speed of the stoner per minute should be ascertained, and just that and no more claimed for it. An announcement in the local papers when the first cherries are placed on the market of "I STONE ONE QUART A MINUTE WITHOUT STAINING YOUR HANDS OR DRESS."

will bring interested parties.

A striking display for the show window is a stoner with a quart of stoned fruit in a dish as it fell from the machine, and another plate containing the pits from the same. Place under glass cover, and put above it the words suggested for the ad. This will open the way for bringing out the other points to those interested.

A TOUCH OF AMERICAN PRIDE.

Rather a pleasing effect for a National holiday window can be obtained by seating two lay figures, one of Uncle Sam in his customary uniform and the other of the Hardware dealer, facing each other, each evidently in a meditative humor and each studying the firmament above the head of his vis-a-vis. Placard this,

COUNTING THEIR STARS.

Over the Hardware dealer, directly in Uncle Sam's vision should hang an American flag, the stars—in other words, his possessions—of which the Great American Citizen is contemplating. Over his own head, in the range of the Hardware man's vision should hang a sky of "star" goods, paints, agricultural machinery, building material, household goods, anything on which the dealer cares to make a special drive. This drive is specially adapted for drapery effects and cannot fail, if properly arranged, to leave an impression at once pleasing and permanent.

FROM WHICH THERE IS NO APPEAL.

By F. A. PARKER.

Hardware dealers may not be aware of the fact, but they are liable, at any time, be they manufacturers, jobbers or retailers, to have a fraud order issued against them and their mail held up by the postoffice department. There may be no real reason for such action. There may be no such thing as fraud or falsehood in the history of their business, but apparently that will make no difference when the order is once issued, and it also seems that you are never consulted about such orders until they are issued. You have nothing to do with it. It is none of your business, from the point of view of the postoffice department.

The trade will naturally think that such a condition of affairs is utterly impossible in this country, where there is so much talk about freedom of speech, freedom of the press and freedom of the public in general, but let us take a look at what is going on in other lines of business, and see how much freedom we really have when it comes to dealing with the postoffice department, and see what we had better demand from Congress in the way of remedies.

About a year ago the firm of Becker Bros. & Co., of Kansas City, Mo., which was conducting a mail-order liquor house, had a fraud order issued against it by the postoffice department, and its mail was held up for a considerable period, while the manager was trying in every way to get the matter straightened out and save his business from utter ruin. A fraud order against a liquor house sounds all right to dealers in other lines, and they let it go at that, they never worry about how some other man's rights are being trampled upon. That is what the liquor man would do if he read the heading of the same kind of an item in reference to a Hardware dealer. Now, let us look into the case, and see if we are not also in danger, if the postoffice department continues to have its way about it and there is no appeal allowed to the courts.

The manager of Becker Bros. & Co. finally asked the United States court for an injunction against the postmaster of Kansas City, Mo., to compel him to deliver his mail, and it was granted, but that was not the last of it. The postoffice department appealed the case on the ground that there was no appeal allowed from a decision of the postmaster general to the United States courts, and a few days ago the United States Circuit Court, in session in St. Paul, Minn., handed down a decision in favor of the department.

At the trial in Kansas City it developed that the manager of the concern was never given any notice that he was doing wrong, and what he should do to make it right. The fraud order was merely issued and the mail ordered held, and at that late date it was considered time enough for him to find out what was the matter, and try and save himself from ruin the best way he could.

He went to Washington and appealed to the postoffice department, both in person and by attorney, but without results. He tried in every way to get what he considered justice, and about all he could get was the advice to get along the best he could, for there was no appeal from the order of the postmaster general. At the department he was informed that in his advertisements he had claimed to be a distiller when in fact he owned no distillery, and that such advertising was misleading to the public, and for that reason the department would not allow him to continue.

He asked them to take his advertisement and cut out whatever they wished, and let him go ahead and do business while he still had a chance to hold his customers, and stated that when he went into the business he found his competitors were claiming to be distillers, when in fact they were not, and thought that as his whisky was as good and as cheap as theirs, if they were getting business by making the customer believe that the liquor was going direct to them from the distillery, and thus cutting out the middleman's profit, that he had a right to do the same, and that he was not the originator of the plan.

The department absolutely refused this request, and stood on what it called its rights, and he was forced to go to the courts for justice. Right here is where the danger to all lines of business makes its appearance, the courts appear to feel that they do not have jurisdiction. It developed in the trial that the postoffice department had sent out many letters to the customers of this country, in all parts of the country, with the hope of finding some one who was not satisfied with the whisky received, and willing to make a complaint against the company, but they were entirely unable to find a single dissatisfied customer, and so the department had to file its own complaint before itself and then sets up the plea that there is no appeal allowed to the courts of the country.

It no longer makes any difference to this particular company what becomes of the case, so far as the business is concerned for the business was completely ruined by the fraud order, and

the manager has since purchased a distillery and is conducting a business under his own name, but as a citizen of the United States who feels that he has some rights, and also has the grit to stand up for them, this man is going to appeal the case to the United States Supreme Court, and all merchants should watch for the decision with much interest, for they are vitally interested. In fact they should do more than this. They should begin a movement at once to have Congress pass a law giving an appeal to the United States court from decisions of the heads of all governmental departments, for no matter how good a man may be who happens to be at the head of a department, he should not be allowed to be prosecutor, judge and jury, all in one, with no appeal. It is too much power to put in the hands of any one man.

This was simply a case where the department objected to the wording of an advertisement, and ordered the mail of the company held, because of its own objection. No customer could be found who was not pleased with the goods delivered. No complaint was ever heard. The department objected, and being supreme, just stopped the business.

Apply this to your own line of business. Suppose you are a manufacturer, and in advertising your product you state that it is made of a certain kind of steel, and that the postoffice department decided that the statement is misleading, and stops your mail. You have no appeal, so what are you going to do?

Suppose you are a retailer, and in your advertisement in the local paper take particular pains to bring out the superior points of some article you are offering, taking the word of the manufacturer that such is the case, and then suppose the postoffice department differs with you, and thinks your statements are misleading, stops your mail and orders the paper to refuse your advertisements. What are you going to do about it, with no appeal, and no opportunity to show that you are right?

There are hundreds of cases which can be picked up every day in this line of business, where there is apparently more reason for such an order than in this liquor case, where no complainant could be found, and while it is right that the postoffice department should have the authority to refuse the use of the mail to anyone for an unlawful purpose, there should be an appeal within the reach of the people, to some outside authority, which can decide as to what is lawful or unlawful without any chance of prejudice.

It is time the business world was giving some attention to this matter, or we may have a young despot in our midst before we know it, and right now, while the department is being run by a conservative man, is the right time to make the first move. Suppose we happen, in the future, to get a postmaster general who is not a conservative man, or suppose he will happen to be a man who will place too much confidence in evidence brought before him by subordinates who are not worthy of the confidence, or suppose he is a man who is easily ruled by his friends and that such friends have him thus ruin the business of their competitors? With no appeal to the courts, where will the end be? By all means use your influence to get this matter straightened out now, before great damage and injustice comes to many. It can hurt no well regulated governmental department to have its acts reviewed by the United States court when a citizen claims that his rights have been trampled upon by a ruling.

J. STEVENS ARMS & TOOL CO.

In consequence of being unable to make deliveries of their new No. 80 Repeating Rifle that was promised on July 1, the J. Stevens Arms & Tool Co., Chicopee Falls, Mass., thought that a notice regarding the delay should be sent to all the jobbers, which has been done. Believing it to be of equally the same interest to the retail distributors of firearms, we publish it below.

DELAYED SHIPMENTS.

To the Jobbing Trade:

When orders were placed with us late in 1905 for the new goods we were to supply this season, we promised the No. 325 Hammerless Double Barrel Shotgun June 1st and have "made good" on deliveries.

The No. 14 Little Scout Rifle was promised for May 1st and salesmen's samples were shipped at that time. By July 1st we will be able to make liberal stock shipments to all.

The No. 80 Repeating Gallery Rifle was promised for July 1st but will not be ready until September, and as promises for delivery are often not kept by other manufacturers, we have taken great pride in the past in making deliveries of new goods promptly at the time agreed; hence an explanation is in order.

We feel that we are in no way at fault because of delays, as on March 17th, all of our polishers "struck" because we did not consider it best to unionize our factory. It was not a disagreement of wages, as we were paying the full union scale, although some of the union men claimed it was because of a cut in wages.

We at once secured new help to fill the strikers' places and are now running full force and in better shape than before the strike; but it delayed us about sixty days in bringing out new goods as well as making the changes on the Nos. 250 and 350 series of Double Barrel Guns.

We believe, however, that we did remarkably well, as we have back-ordered but few goods during the past three months and the union made threats to close all our factories entirely and were backed by the National Polishers' Union, the National President and other National Officers, who often visited Chicopee Falls during the early days of the strike and took the matter in charge.

We are quite satisfied with results, as other manufacturers in the past under similar circumstances have been practically "shut down" for months. We did not close our factory a single day and back-ordered very few goods considering conditions, and as stated are now in better shape than ever before. It will take about ninety days, however, to "clean up" the few back orders and fill specifications placed early (which always take preference over current business) as this is our busiest season.

Believing an explanation is due you, especially regarding deliveries on the No. 80 Repeater and that you will not criticise us in the least, thanking you for past courtesies and awaiting your further commands, believe us to be

Very truly yours,

J. STEVENS ARMS & TOOL CO.

I. H. PAGE, *Pres. & Treas.*

IOWA HARDWARE ASSOCIATION OUTING AND PICNIC.

At a meeting of the promoters of the Iowa Hardware Picnic Association, held on June 16, at the offices of the Iowa Hardware Association, the dates of the Fourth Annual Picnic were arranged for Thursday and Friday, July 19 and 20, 1906.

The leading feature of the 19th will be the great annual contest between the merchants and traveling salesmen, as shown on the baseball diamond, which event is scheduled for 4 P. M. of the 19th.

The following committees are to have charge of the various departments of work:

EXECUTIVE COMMITTEE—S. R. Miles, F. R. Currie, William McGowan, L. R. Bailey, D. H. Palmeter, M. Heegaard.

INVITATION AND PROGRAMME—A. R. Sale, F. D. Weatherwax, G. B. Streeter, A. Van Ness, J. E. Tatum.

FINANCE COMMITTEE—F. R. Currie, W. R. Davis, J. Kuppinger, G. B. Downing, P. Knutson.

SPORTS AND ENTERTAINMENT—G. B. Streeter, E. F. Tabor, M. M. Heegaard, A. R. Sale, S. White.

RAILROAD, TRANSPORTATION, BOATS AND CARRIAGES—L. R. Bailey, William McGowan, Jr., J. W. Konvalinka, H. E. Redfield, M. B. Carpenter.

SUPPLIES AND REFRESHMENTS—Charles Knutson, R. E. Adams, Mr. Shurtleff, R. R. McCall, R. D. McManus.

It is especially requested that all members of these various committees get together without delay, and report their action to the secretary of the Picnic Association, in order that any matters of interest may appear in the printed programme, which is now in the hands of the printers for the general information of the people who are to participate in our Fourth Annual Outing and Picnic.

It is also especially requested that all members of committees forward at once to the secretary, the names of all new members of the association and others to whom they desire to have special invitations extended to attend our annual convention.

The Committee on Sports and Entertainment are especially requested to have their part of the programme outlined at once, with a list of prizes for the events, in order that this may have proper notice in the printed programme of the exercises.

The Committee on Transportation will also accept this notice to furnish the secretary, at the earliest possible date, all matters that they desire inserted for the information of the members of the association.

Notice is also given to the Hardware Merchants ball nine that daily practice will be held at Plummer's field at 5.30 A. M. each day, Saturday and Sunday excepted, until the day of the picnic. Members of the nine will be assigned their positions for the annual contest after one week's practice.

Members of the traveling men's nine are requested to avail themselves of every opportunity both on the diamond and in gymnasiums that they may have access to, in order that they may place themselves in fit condition for the annual contest. Assignments for positions will be made by G. B. Streeter, upon application, when same have been approved by the Committee on Sports.

All communications regarding the various features of the programme should be referred to the secretary of the Picnic Association.

A. R. SALE, Secretary.

CONVENTION ECHOES

An extremely interesting address on the subject of Labor Conditions was delivered by James A. Emery of New York. His ideas were cogently and eloquently expressed, and deserved the close attention which they received. He spoke substantially as follows:

LABOR CONDITIONS.

By JAMES A. EMERY.

James A. Emery, secretary of the Citizens Industrial Association of New York, spoke very ably on the economic problems which confront our commercial enterprises. He said that the question of getting enough material for our manufactures does not bother us so much because the earth has not ceased to yield raw material, but it is the supply of labor which has not increased proportionately with the demand our growing industries make upon it, which gives us the greatest trouble.

He referred to the enormous losses to both labor and capital during the great strike of 1880 to 1900 and showed how these strikes had an indirect effect upon nearly all inter-related industries, which effects were not nearly as far-reaching as the moral, social and political damage done by them. Serious as these problems may appear, however, they are by no means hopeless of solution.

He said that we Americans had the habit of growing suddenly pessimistic or optimistic, and that whenever we pass through periods of moral, social or political fright, we see no remedy for moral business corruption.

Our labor problems cannot be settled from year to year as labor organizations or their leaders seem to think. Our economic quarrels will never be abolished, and social wrongs will never be righted by denying the laborer the right to organize. This is an age of organization. Organization is native in man's being. In fact, the whole force of his nature cries out for social organization.

Moreover, ours is a nation different from all other nations in its political and industrial theories, and we differ from other nations by three fixed principles: Individual liberty, inviolability of private contracts and the protection of the principles of private property. Individual liberty defended and protected in our own country has reduced a race of men with wonderfully developed powers. The history of our nation is the history of individuals, who put these principles into practice and made the most of their opportunities, and the state protected and fostered individual initiative. Ours is a government of inalienable right. The right to live is the right to work.

How far we have diverted from this principle is shown by the fact that apprenticeship among the trade is getting to be a lost art. There is not a single apprentice among the Granite Cutters; not a single apprentice plumber in New York City, and every where industries are beginning to feel the pressure that is being brought to bear upon them by the monopoly of labor. The arrogance of trade unions has grown to such an extent that a father's son cannot learn the father's trade without the consent of the union, and this state of affairs is not confined to one trade alone; it prevails in nearly every industrial trade center.

Individualism has built our government; has developed its resources; has built up its national character, and it will be impossible to perpetuate it so long as we allow principles to exist which are a contradiction of the three cardinal principles of our government. Unflinching devotion to these principles is the only remedy.

The devotion to principles which characterized our fathers should characterize every American business man in the settlement of industrial difficulties which cannot be settled until they are settled right. They can only be settled on the basis of reciprocal obligations. The principle of individual liberty must be held inviolate. To no man must be denied the privilege to live and to work on terms which suit him best. This is the day for courageous men, who will stand ready to check the growth of bad principles.

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The discussion on Thursday afternoon for the American Hardware Manufacturers' Association on the Integrity of Contracts was opened by Alfred Sang, vice-president of the Garland Nut & Rivet Co., whose address on the subject was well expressed and to the point. As we were unable to do it justice in the crowded condition of our columns in the last issue, we present it here in full. He said:

INTEGRITY OF CONTRACTS.

By ALFRED SANG.

The subject of contracts is very difficult to approach and by no means easy of discussion. As it develops it is found to influence every relation between buyer and seller, for contracts regulate and systematize the essential factors of Trade, Buying and Selling.

But to discuss the integrity of contract, in other words, their moral soundness is harder yet. It is a trying matter for any man to stand up and tell how things ought to be done, and why, when he may not always himself act in accordance with his words. Still if men only preached what they practised a state of equilibrium would exist and no progress would be possible.

You must accept my opinions as entirely personal and not corporate, and while I may voice the opinion of the majority of manufacturers here present, it is in a personal way; the concerns which they represent are compelled to adhere to present day practice whatever the personal opinions of their officers may be. We are here to improve and influence corporations by personal discussion, personal opinion and personal influence.

We all know what a contract is, I shall not describe it. We must first discover by what standard we are to gauge the value or rather the validity of a contract. To have any validity whatever, a contract must be valid in the eyes of the law; to be valid legally, it is essential that it be bi-literal; in other words, it must create mutual obligations.

We always start our contracts with the names of the contracting parties. This is the place, the important place, in which to remember that both parties are entering upon this contract on an even footing, with the avowed intention of exchanging considerations of presumably equal value and of dealing fairly with each other. This is where the integrity of a contract begins.

It has been said that one man's rights end only where another man's begins. This is the only possible interpretation of equality of rights of mutuality. This is the spirit in which we should enter upon our contracts. Is this the spirit of the age? The spirit of the age is to obtain some personal advantage, all because of the old idea which is universally rejected and yet persistently applied in action that one man cannot obtain an advantage without injury to some other man. This may be true in war and love, the one the remnant of barbaric days, the other a law unto itself; but it is not true in commerce, and we all know it and disregard this knowledge. Where commerce is carried on as a warfare and all rules of honesty and morality ignored, it may cause the over-prosperity of one man through the enslavement of others, but I refer to that class of honest, progressive commerce in which alone all of us here are interested.

A country cannot be prosperous unless every class is prosperous. The merchant's prosperity depends in a measure on the prosperity of the manufacturer, and vice-versa, hence the principle of mutuality which must preside at the execution of a contract is more beneficial to both parties than a one-sided is to the man who secures a temporary advantage over the other.

Every man attaches a great deal of importance to his signature when he endorses it to a check payable to his order, especially if the amount be large. This feeling of importance is intensified when he attaches it to a promissory note or to a sworn statement. The factor which intensifies this feeling of importance we usually call "the sense of honor" and we can take it for granted that in this assembly, at any rate, the validity and necessity of the sense of honor in such cases is beyond discussion.

A contract to sell or to buy goods, is an express executory document, and the principles involved are of the highest order; an easy way for you to realize this is to read carefully the wording of any one of your own contracts when it is being broken at your expense.

A man's honor is as fully at stake when he attaches his signature to a contract as when he attaches it to a promissory note. If he repudiates, or openly or secretly breaks the contract, he dishonors his signature. The financial measure of his action, if he be the buyer, is the manufacturer's profit, if he be the seller, it is the difference between the contract and the market prices. A definite sum of money is at stake, and the breach of contract is, therefore, no more or less than an appropriation of another man's money.

Some men smile at the legal form which some manufacturers adopt for their contracts. This is not a wholesome attitude. Let your contracts be as simple and as short as possible, but give them a legal appearance, and do not omit the legal phraseology, for that is just what will help you and the person with whom you make the contract to remember that the signature is not a mere dash of the pen but a serious undertaking in which the integrity of a name and of a reputation are at stake.

Allow me to insist on the importance of giving our contracts a serious and a legal form, if only as a help to remove present day laxity; to impress the mind with its importance and dignity. Furthermore, that it be clearly understood that the honor of the firm is as fully at stake as when the signature is attached to a statement duly sworn to—that the absence of the notary's seal does not make honorable that which is legally dishonorable.

And, therefore, do not leave the signing of a contract to any one. Even a buyer should not sign a contract unless it be countersigned by a director of his company. Do not entrust the safe guarding of the honor of your firm to those who are not appointed for this purpose. Buyers, whether for a manufacturing or a jobbing concern, are hard workers and hard workers are very inclined to be overzealous—when zeal acquires such a momentum that it over-shoots the narrow boundaries of right and lapses into wrong.

Let me say as a corollary that the man who signs the contracts is the man who should cancel them, if cancellation becomes necessary.

A breach of contract is bound to be a most potent demoralizer and a shield for all kinds of mal-practices; mal-practices which in many quarters are accepted as regular routine business; fixed habits which drug our sense of right during six days of the week and create a distinct commercial personality; a lazy personality which is outwardly active, which selects the easy but devious methods in reference to that which requires concentration, patience and Sunday morals on week days. As Franklin once said, "Tricks and treachery are the practice of fools that have not wit enough to be honest."

Happily, abuses, sooner or later, create re-action which awakens social self consciousness.

A contract which is binding on the seller alone, and allows the buyer to withdraw if the market weakens, or gives him the equivalent privilege of getting the benefit of the market, is not a contract in any sense whatever; it is a jug-handled arrangement which encourages disloyalty and destroys confidence, confidence which is the very soul of profit.

Let me dwell on the word confidence, which I have just described as the soul of profit and, therefore, the soul of material prosperity. When a man has confidence in you, he trusts your word, he has faith in your written statement, he relies on the integrity of your character. No more than this, he believes that you have confidence in him. Here we have mutuality again. A man has confidence in you because he believes that you have confidence in him.

We are, therefore, mightily interested in finding out how this mutual confidence is to be brought about. It is right in the contracts which we make. If, from his experience, a man knows that you steadfastly adhere to your agreements he will give you his confidence. We talk of our confidential clerks. We have confidence in their integrity, but we do not attach much importance to their integrity in their relations with others; hence it is that we so often find that the most confidential employes are the ones who abscond with the funds or cook their books. We expect our men to be straight but crooked, truthful to us and lying to others, and in every respect different from what we would have our children be—until, of course, we take them into the concern. We must now say a few words about prices, which after all, are responsible for the existence of our contracts.

It is said that competition is the cause of the close prices ruling now-a-days on standard articles of Hardware. This is only one cause. There is another not less active cause, which is, moreover, far less legitimate, in fact not legitimate at all, and must be eradicated, if the task is, as I believe, within the limits of our power. I refer to the persistent pounding of prices by buyers for jobbing houses. Usually by means which I might qualify in one word, but won't.

The pounding of prices means the pounding of quality; the one is the concomitant of the other, and while the first injures the manufacturer most, the second does no less of an injury to the dealer and to the consumer.

The action of telling a plain, barefaced falsehood in order to obtain a more favorable price is nowadays regarded with almost complete indifference. That a gentleman should sell his honor, that any man should sell a particle of that stuff of which his character is made is one of the very worst features of modern commercialism.

Many contracts are made solely with the view of taking an illegitimate advantage in regard to price.

It is, of course, perfectly legitimate to say, "We can get these goods elsewhere at your price, and we, therefore, prefer to buy on an open market," but it serves to show the spirit which animates the majority of buyers. Even on a low market the buyer is so confident of being able to use his "Big Stick" with efficacy when prices go up that he does not consider it on the slightest advantage to make a contract. "We want you to protect us" says the merchant to the manufacturer after his buyers have beared the market to a point where the manufacturer has no margin left wherewith to protect him.

The jobber's view of a contract is in glaring contrast with the view taken by manufacturers in relations among themselves—I must really beg you to excuse me for making so venerable and time worn a statement. We manufacturers of Hardware buy steel and other raw material on contracts, and while I must hesitate to say that all of us are beyond reproach in our methods of obtaining prices, I shall not hesitate to say that once our contracts are signed we stand loyally by our signatures, and seek no favors outside of those which may be necessitated by circumstances beyond our control such as strikes and fires. If the market declines, to use a common expression, we take our medicine.

Another contrast is to be found in the general respect of contracts shown by consumers of our finished goods whenever they buy direct. If they are covered for the season and you come at them with a proposition which is lower on account of a decline in the market they will almost invariably write back that they are not interested because they have contracted until a certain date. I can hardly describe to you the feeling of respect which such a reply has always given me, a respect which in time must necessarily redound to the advantage of the consumer.

When he thinks he can thereby get additional protection, how ready the jobber is to make a new contract and in most cases, without so much as advertising the manufacturer with whom he breaks faith. I do not speak here of individual jobbers. This seems to be a failing of the fraternity, and is, no doubt, due to conditions which the jobber alone can explain. Let him explain, and we can perhaps help him to meet our wishes and reap the benefit of our increased confidence.

I am speaking frankly, because it is our desire to better these conditions, to give you greater margins, to protect your profits if you will protect ours. This can be done, and loyalty alone will do it, but we must not only be loyal here but also when we get back to our desks far from the fraternal julep.

We ask for more loyalty and, in return, we will give you better margins and we will back you in any warrantable stand against new forms of competition, for your interests will be our interests, your profits part of our profits. But now, your profit is our loss, and while we would like to help you, common-sense, not to speak of our stockholders, warns us that we must apply the full force of the golden rule and disregard your interests as you disregard ours.

Let me say most emphatically that it is the earnest wish of the manufacturers of Hardware and, especially of those represented at this convention, to market their goods through the jobbers. That is why they are here to-day. But it is for the jobbers to guide the evolution of our trade relations. Without their guidance we are helpless in our endeavor to bring about the very conditions for which these joint meetings have been instituted.

Contracts foster the maintenance of prices, than which there is no more interesting question to the manufacturers.

The manufacturers expect to make the prices; it seems to me that they are entitled to this; one reason alone is sufficient. They are the only ones who know the cost of their goods. Goods are periodically sold below cost and when the manufacturers attempt to improve prices, buyers are often led to believe that they are taking an undue advantage—trying to make too much money; then the pounding of prices and of good feeling begins without any possible advantage to either side.

One of the forms of protection has been to limit the contracting period—60 days is becoming quite common. The reason for limiting the period really belongs to another subject at present under discussion between manufacturers and jobbers. I will merely say that were it not for jobbers' stocks, manufacturers would be able to get the increased prices to which they are entitled by reason of increases of raw materials. Jobbers' stocks would not interfere if prices were maintained.

The question of differentials is entirely bound up in the question of contracts. Differentials will not increase as long as the status of contracts is not improved.

On the other hand, if contracts are respected and their integrity guarded, differentials will be allowed which will bring joy

to your hearts and profit to your pocket. As distributors of manufactured goods you should be a part of the manufacturing system and we shall put our heads together to cultivate our joint profit.

We manufacture the goods, and therefore, we manufacture the profits; if you take all the profit, it does not pay us to keep on manufacturing it. It compels us to look for a different channel for the marketing of our product. As I have stated before, we want to do business with you. We are here for it, and we ask you to meet us half way.

Let us remember mutuality, let us protect each other and realize the necessity for the integrity of our contracts and the rest will take care of itself.

I can add but little to what I have already said. The integrity of contracts commences with the spirit presiding at the execution of the document itself, hence the utility of its being both an expressive and impressive document. There is no sentiment in mutuality. It is a commercial law, paramount to a law of nature that the greater the manufacturer's profit the greater the jobber's. Do not allow buying to degenerate into bargain hunting. I will reiterate the necessity of contracts being signed by responsible officers of the company to guarantee their integrity. I will also say that the matter of contracts is bound up with a question of restricting prices and conditional selling, questions which would not exist; which would never have were there more loyalty. We are here, gentlemen, to cultivate this loyalty but our loyalty must not cease when we leave Hot Springs. We must take it with us to our offices and constitute ourselves fearless leaders of commercial integrity. One thing at a time is a safe rule. Let me, therefore, express the opinion, in conclusion, that the signing of all contracts by responsible officers and directors will do more to promote the integrity of contracts than the concentrated moral efforts of all the preachers of Christendom.

A thoughtful paper was received from President F. S. Kretsinger, who is now in Europe, on Cheap Letter Postage vs. Rate of Second Class Matter, in which the subject was exhaustively treated, as will be noted by the following:

CHEAP LETTER POSTAGE VS. RATE OF SECOND CLASS MATTER.

By F. S. KRETSINGER.

Every business man, whether manufacturer or merchant—in fact, every individual correspondent—is interested in obtaining a lower rate of postage for letters. We may each day give no heed to the use of the little redstamps, costing only two cents each, but, when at the end of the year, we scrutinize the postage account on the bookkeeper's annual statement, we notice its size, and it gives us some concern.

When we are informed by the Government that at two cents per ounce for first class postage, there is an enormous profit, we may well ask ourselves why are we charged so high a price for carrying our letters? The answer is found in the annual report of the Post Office Department; and it is clearly evident that letter postage is bearing the brunt of the expenses of the Post Office Department of the Government, and that Second Class matter (the most of which is really merchandise) is being carried at a loss to the Government.

As a matter of fact, the Government is practically paying a subsidy to a certain class of business; or in other words, is, and for some years has been doing in a measure, a Parcels Post business by carrying certain merchandise at one cent per pound, and at a loss of three cents per pound, and is in part, making up for this loss by a two cent letter postage rate.

It is far from my purpose in introducing this subject of letter postage rate, to make any attack on any business industry that may be favored by the Government in carrying that industry's product to the markets, but in making comparisons, I am compelled to make use of the convincing evidence offered mainly by the Post Office Department; and if such comparisons are odious, it is only because of the existence of certain practices, and for which the beneficiaries, and not we, are responsible.

As my main object and purpose is to consider the subject of Letter Postage, without reference to Third or Fourth Class or Free postage matter, I will only allude in connection with it, to that of Second Class matter, because of the peculiar conditions there existing.

The fiscal year of the Post Office Department ends with June 30th, and on that date in 1902

The Total Expenditures for the Department were \$124,786,000.00
The Total Receipts of the Department were 121,848,000.00

The Total Loss being in round numbers \$2,938,000.00

WEIGHT.

The weight of First Class Matter—letters and postal cards, was 101,104,000 lbs.

or 12¼% of the total weight of all classes carried.

The weight of Second Class Matter at one cent per pound, was 490,963,000 lbs.

and was nearly 66% of the total weight of all classes carried.

REVENUE.

The revenue from these two classes was:

First class.—\$90,951,000, or 78% of the total revenue.

Second class.—\$4,821,000, or only 4 13-100% of the total revenue.

During the fiscal year ending June 30, 1903,

The total gross receipts of the Post Office in all its Departments were \$134,000,000
And the total expenditures were about 138,500,000

Showing a deficit of \$4,500,000

Of this amount, letter postage (First Class Matter—paid for largely by the business world) furnished only 14% of the weight, but paid about 78% of the revenue—of this, nearly 9-10 was profit to the Government.

But of Second Class matter—periodicals—there were 545,000,000 pounds carried, covering 65% of the total postage tonnage, but contributing less than 4% of the total revenue, or about \$5,095,000. Had Second Class matter shared in the expense account, instead of contributing a little over \$5,000,000, it would have contributed over \$95,000,000.

During the year ending June 30, 1904, the loss to the Government was \$8,500,000

and the weight of Second Class matter carried at 1 cent per pound, was about 611,000,000 lbs.

or nearly 70% of the total weight carried, while in the matter of Revenue, that of First class matter amounted to \$106,860,000

or 78% of the total; while the total receipts from Second Class matter was only \$5,697,000

or only 4% of the total.

Taking these three years together, it shows an increased loss to



F. S. KRETSINGER, PRESIDENT.

the Government each year, and that whereas the tonnage of First Class Matter was only 13 1-4% of the whole, that of Second Class Matter was from 65 to 70% of the whole; and these conditions are reversed in the matter of revenue—for the revenue of First Class Matter was practically 70% of the whole, while that of Second Class Matter was practically 5%.

And it may interest you and all other tax-payers to know that the enormous growth of the Merchandise-Periodical Industry is quite largely responsible for the alarming deficit in the Post Office Department, which during the year ending June 30, 1905, exceeded the great sum of Fourteen Million Dollars (\$14,000,000.00).

On June 23, 1874, Congress established a pound rate of postage on Second Class Matter—that is, printed mallable matter, regularly issued at stated intervals—the postage rate being 2 cents per pound for newspapers, and 3 cents per pound for magazines. Later both magazines and newspapers were given a uniform rate of 2 cents per pound; and again on March 3, 1885 (to be effective July 1, 1885) the rates on both were reduced to 1 cent per pound. To obtain the benefit of this low rate, it is only required that they be regularly issued at definite intervals, of printed paper sheets, numbered and dated and issued from a regularly constituted office of publication. Excluded from these liberal provisions were publications issued strictly for advertising purposes, and those circulated at merely nominal rates, and a requirement is, that they must have a legitimate list of subscribers—all very small obstacles, which are easily overcome by any wide-awake publisher.

According to the Post Office Official Estimate, the actual bare expense of hauling, receiving and distributing such matter, is over 4 cents per pound, and yet for this was charged only 1 cent per pound.

About 1876 the total sales in the entire country of monthly publications, in the aggregate, did not much exceed 5,000,000 copies per annum; while the monthly publications of all kinds now exceed 350,000,000 copies per annum. The popular ones average about one pound each in weight, and are therefore carried for 1 cent each from one end of the country to the other.

In Germany (small, geographically, as compared with this country)

periodicals pay 5 cents per pound for a single pound; a little higher rate for fractions of a pound, and 7 1-2 cents each for two pound packages.

In England (another country comparatively small in area) the rate is 4 pence—about 8 cents per pound.

Alluding in each instance to the year 1903.

The reasons advanced for obtaining a low postal rate on publications, was that the masses might be furnished with cheap reading. To what extent is this true? Take for instance the May, 1905, numbers of the following prominent periodicals, and note their total number of pages, in which the pages of literature and reading matter are about as follows:

| Publications. | Literature. | Advertising. | Total Pages. |
|-------------------------|-------------|--------------|--------------|
| Scribners | 126 | 149 | 275 |
| Harpers | 160 | 172 | 332 |
| Munseys | 125 | 130 | 256 |
| McClures | 113 | 146 | 259 |
| Country Life in America | 44 | 86 | 130 |
| Review of Reviews | 126 | 165 | 291 |

| | | | |
|-------------------------------|-----|-----|------|
| Totals (Including title page) | 614 | 848 | 1543 |
| Per cent of whole | 45% | 55% | |

Or 22% more pages of advertising than of reading matter. And upon the examination of kindred periodicals published since this date given, similar conditions will be found to prevail.

Such periodicals are, to the extent of 55% at least, as much merchandise as any of the goods made by any one of the members of our Associations, or that are sold by any merchant.

I have not singled out these valuable and popular journals for the purpose of criticising or of passing judgment on them, but rather because they are all well known, and they happen to be at hand when this article was having my attention.

While there are others whose advertising pages are almost of equal value, interest and merit with their literary parts, there are doubtless a very large number of periodicals distributed under cover of the present law, and which are not educating; and which are of little or no value in our homes or offices. For instance, there is a certain journal published once a month (the subscription price of which is ten cents per annum) for which they claim a guaranteed circulation of 1,250,000 copies per month, or 15,000,000 copies annually. It is poorly printed on common paper, and the so-called "literary" part of it of a very ordinary character, while the advertisements, which cover more than 40 % of its pages, may be called of extraordinary character, such as "Hypnotism," "Marriage Directories," "Lost Treasure Rods," "Fortune Telling," "Remedy for Pits," etc.

But taking a general average of periodical literature of all kinds, and assuming that only one-half of it is advertising matter, and as the total quantity of second class mail matter carried by the Government last year, was approximately 611,000,000 pounds, it is evident that 305,500,000 pounds of advertising matter was carried by the Government at 1 cent per pound, or for \$3,055,000, and at a dead loss to the government of 3 cents per pound, or \$9,165,000, a sum exceeding the total loss of the Post Office Department in carrying all mail matter for that year.

If you wish to advertise in one of the popular magazines, even the high priced ones, they will give you a page for \$500.00 each issue, and guarantee a monthly issue of 500,000 copies—they will carry your advertisement to the 500,000 purchasers for \$500.00; but if you wish to send a circular by mail to these 500,000 people, the Government will charge you \$5,000.00 postage; and besides this, you must pay for the printing, the envelopes and the addressing—and all because the Government will carry these same circulars in magazine form for the magazine publishers for 1-10 what the Government charges you.

One thousand business letters are estimated to weigh (on the average) 18 pounds, the postage on same being 320.00; while the postage on 18 magazines, weighing approximately 18 pounds, is only 18 cents—a marked difference between \$20.00 and 18 cents.

Taking all of these facts into consideration, is not a readjustment of postage rates in order? Why should every man, woman and child, every mercantile institution and the public generally, be required to pay 2 cents for every letter of one ounce or less, or on an average, more than \$1.00 per pound postage for letters, while merchandise in the form of advertisements is carried under certain forms, for 1 cent per pound?

It is time for business men by and through various Associations and Organizations, to give this subject some thought, and some forceful attention. As matters now stand, there is unjust discrimination, which should not continue.

As the subject is a new one for this Association to take up and consider, I purposely submit this very brief report without argument, any further than to say, that from the evidence presented, and which is a simple statement of facts, no other conclusion can be drawn than that a re-arrangement should be made in the Classification of Mailable matter and the rates of postage on same. Were there an equitable adjustment made, even treating generously, such classes as may be entitled to special favors, it is evident that a material reduction could be made in the letter postage rate, and without loss to the Government.

F. S. KRETSINGER,

President, American Fork & Hoe Co.

THE MILBRADT MFG. CO.

At a recent meeting of the Ebbing Mfg. Co., St. Louis, Mo., the name of the corporation was changed to the Milbradt Mfg. Co. and G. A. Milbradt, originator and patentee of the Milbradt rolling step ladders, was elected president. The Milbradt Mfg. Co. will continue the manufacture of these step ladders, and other store specialties, and will assume all obligations of the former company.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

PENALTY FOR MARKING UNPATENTED ARTICLES "PATENTED."

QUESTION: Is it a violation of the United States Patent Law to mark an article "patented" when no patent has been obtained. If so, what is the penalty?

REPLY: Section 4801 of the Revised statutes provides that every person "who in any manner, marks upon or affixes to any unpatented article the word "Patented," or any word importing that the same is patented, for the purpose of deceiving the public, shall be required, for every offense, to a penalty of not less than one hundred dollars, with costs; one-half of said penalty to the person who shall sue for the same, and the other to the use of the United States, to be recovered by suit in any district court of the United States within whose jurisdiction such offense may have been committed."

SALE OF GOODS INDUCED BY FRAUD—SELLER'S RIGHT TO RESCIND THE CONTRACT.

QUESTION: "A" was induced to sell goods to "B" on credit for \$500, because "B" stated that he was worth \$5,000. This statement was false and at the time he made it "B" was insolvent. After "B" got the goods he sold them to "C," who paid \$550 for them and had no knowledge of "B's" misstatements. "A" has learned of the fraud and wants to take the goods back. Can he recover them from "C"?

REPLY: He cannot. Where a purchaser by fraud induces the seller to sell goods to him on credit, and replevy the goods so long as they are in the possession of the fraudulent vendee. But when the goods are sold to an innocent third person who buys them for value without the knowledge of the fraud, the seller's right to recover the goods as soon as they have passed into the hands of an innocent purchaser for value.

GUARANTY OF COLLECTION—WHEN LIABILITY ARISES.

QUESTION: "B" gave a note to "C" for some goods for \$250. At the time the note was given "A" endorsed on the note "I hereby guarantee the collection of the within note in consideration of the payee taking the same." The maker has since become insolvent. Can "B" proceed at once against "A" to recover the amount of the note?

REPLY: This was a guaranty of collection and not a guaranty of payment. One who becomes a guarantor of collection agrees simply that the claim is collectible by due course of law, and only promises to pay in case the note cannot be collected by suit. In other words before the guarantor can be held, judgment must have been recovered against the principal debtor and the execution issued thereon must have been returned unsatisfied in whole or in part, and this judgment must have been recovered without unnecessary delay. The fact of insolvency is no excuse for the failure to prosecute. It follows that "A" cannot be held liable until a judgment has been obtained against "B" and an execution returned unsatisfied. It would be otherwise if the guaranty were one "of payment" instead "of collection." The guarantor of payment becomes liable as soon as the principal debtor makes default.

EXECUTOR'S RIGHTS OVER PROPERTY IN ANOTHER STATE.

QUESTION: A person dies in Pennsylvania leaving personal property in New York and other States. What must be done to collect this property?

REPLY: The ordinary course is to take out letters testamentary or letters of administration in the State wherein the decedent resided at the time of his or her death. The executor or administrator appointed by this jurisdiction may collect the assets in other states, provided the persons having possession or control of them will voluntarily turn over the property to the executor or administrator. But the executor or administrator appointed by one state has no power as such to bring suits or enforce the payment of claims in other jurisdictions. Unless the persons having control of the assets in New York and other states will voluntarily turn them over to the Pennsylvania administrator, he must procure ancillary letters in each State in which there are assets, before he can compel their delivery to him.

RECENT TRADE PUBLICATIONS.

GEORGE H. BISHOP & Co., Cincinnati, Ohio, with factories at Lawrenceburg, Ind., and branch offices at 100-102 Reade Street, New York, and 103 Lake Street, Chicago, have recently issued their Revised Catalogue No. 3, showing their patent ground Pond Ice Saws, One Man Saws, Narrow Crosscut Saws, Felloe Webs, Fay's Patent Scroll Saws, Hand Ice Saws, Cincinnati Plastering Trowels, Hand-Made Hand Saws, Saws for the little ones, Mitre Box Saws, Patent Back Saws, Stair Builders' Saws, Adjustable and Interchangeable Saws, Compass Saws, Keyhole Pads and Saws, Pruning Saws, Beef Splitters, Butcher Saws, Hotel and Kitchen Saws, Mincing Knives, Choppers, De-Horning Saws, Hedge Knives, Beet Knives, Tobacco Spuds, Cabinet Scrapers, Cane and Corn Knives, Wood Saws, etc.

ROME MFG. Co., Rome, N. Y., present their Catalogue "D" of the "Rome" line of Nickel Plated Copper Ware. They are manufacturers of Copper Tea Kettles, under the name of the Rome, Stanwix and Mohawk; Tea Kettle Inset Pails, Copper Range Kettles, Nickel Plated Copper Tea and Coffee Pots, Individual Pots, Pitchers, Serving Dishes, Cream Pitchers, Tea Sets, Brass Trays, Cuspidors, Dippers, Drinking Cups, Wash Basins, Stove Tanks, Wash Boilers, Insect Guns or Sprayers, Trimmings for Brass and Iron Bedsteads, Brass Spools for drawers of fine wire; Bicycle Pumps, Physicians' Inhalers, Disinfectors and Vulcanizer Shells. This is a very attractive line of goods, and the catalogue will be found of interest.

E. C. STEARNS & Co., Syracuse, N. Y., are sending out their illustrative and descriptive catalogue of Hardware. This includes their Ball-Bearing Lawn Mowers, Reversible Lawn Sprinklers, Screen Door and Window Corners, Window and Door Screen Frames, Hold-Back Spring Hinges, Sliding Barn Door Locks, Vanderbilt Sash Balances, Sliding Door Hangers, Star Thimbles, Ceiling and Register Plates, Vulcanized Fibre Mallets, Swivel Jaw Blacksmiths' Tongs, Folding Mitre Boxes, Saw Filing Guides and Vises, Saw Filing Tools, Baxter "S" Wrenches, Bench Hooks and Stops, Square Beam Vises, Saw Sets, Eccentric Clamps, Carpenters' Clamps, Door Frame Clamps, Carriage and Wagon Jacks, Spoke Shaves, Plug Cutters, Pointers, Hollow Augers, Spoke Tenoning Machines, Plumb Bobs, Oil and Molasses Gates, Green Bone Vegetable and Meat Cutters, Hand Rail Brackets and Breast Strap Slides.

UTICA PIPE FOUNDRY Co., for whom Charles Millar & Son Co., Utica, N. Y., are selling agents, have issued a price list of their goods, which include Cast Iron Soil Pipe and Fittings, Cast Screwed Steam Fittings; also Plumbers' Castings and Specialties. In an introductory note to plumbers, they state: "All of this material is made almost exclusively from the best quality of Lake Superior iron, and is noted for its softness and strength. Our patterns and our entire equipment are new, and we have spared neither labor nor expense in securing the best methods and machinery for the purpose. We are now also making a very heavy and superior quality of Cast Iron Screwed Fittings for Wrought Iron Pipe."

THE DUCHARMES & Co., Shelburne Falls, Mass. Catalogue No. 2 of their Improved Electricians', Hand D, Peerless, O. K. No. 9 and Dandy Jewelers' Screw Drivers, Screw Driver Bits, Our Perfect Nail Sets, Ice Picks, Scratch Awls, Rimmers, Center Punches, Tinners' Punches, Ship Carpenters' and Belt Awls. A price list of their tools is included, and the company state: "We make a specialty of high grade tools, which are specially hammer forged, hardened and tempered, using nothing but the highest grade stock in both steel and handles. We guarantee our tools to the trade, and will replace free of charge any that break, bend or are not perfect in all respects. Each driver is tested to break a screw head in its size."

BRODERICK & BASCOM ROPE Co., 805-809 North Main Street, St. Louis, Mo., with branches at 19 Murray Street, New York, and Seattle, Wash., have issued their Price List "G" relating to Wire Rope for various purposes, and includes Hoisting Rope, Yacht Rigging, Wire Sash and Bell Cords, Hawsers, Running Rope, Mast-Arm Rope for arc lights; Strands or Guy Rods, Rope Hooks and Couplings, Switch Ropes, Ballast Unloaders, Wrecking Ropes, Cables, Flat Ropes, Sockets, Hooks and Thim-

bles, Turnbuckles, Ferry Travelers, Rope Blocks, Rope Sheaves, Snatch Blocks, Rope Transmissions, Tackle, Manila and Sisal Rope, Stevedore Rope, Oakum, Twines, Marlines, etc. It is almost impossible to specify the precise uses to which Wire Rope is adapted, but the company enumerate some of the purposes for which it is much preferred: For underground haulage, tail ropes, hoisting from deep shafts, inclined planes, transmission of power, ferry ropes, guy ropes for derricks, suspension cables, signal cord, ships' standing rigging, tiller ropes, guy ropes for smoke stacks, wire tramways, cable railways, endless wire ropeway for the transportation of material over mountainous and difficult roads, switch ropes, etc.

GEORGE M. EDDY & Co., 345-353 Classon Avenue, Brooklyn, N. Y., are offering their new catalogue of Measuring Tapes of linen, cotton and steel for all purposes. In an introductory note, they state: "This business was started in the year 1844 by George M. Eddy who devoted a lifetime to the manufacture of Measuring Tapes and the name of 'Eddy' in this connection has always been recognized as a standard for quality and excellence. For exact measurements we always recommend Steel Tapes as being the best, most durable and giving the most satisfactory results." Their Steel Tapes are manufactured under the names of Paine's, Friend, Star, Empire and Self-Winding. They also illustrate Metallic Tapes, Bent Leather Cases, Pressed Leather Cases, Patent Leather Cases, Russet Leather Cases, Enameled Steel Cases, Pocket Tapes, Architects' Tapes, Tailors' Measures and Advertising Tapes.

CENTRAL NEW YORK VARNISH Co., 55-59 North Genesee Street, Utica, N. Y. Catalogue pertaining to Coach and Carriage, Polishing, Rubbing and Miscellaneous Varnishes, Paste and Liquid Fillers, Shellacs, Utica Varnish Stains, Stove Pipe Enamel, Ready Mixed Paints, Floor and Deck Paints, Piazza Floor Paints, Roof Paints, White Enamel Paints, Bath Tub Enamel, Colors in Oil, Graining Colors, etc.

ROBINSON CLAY PRODUCT Co. OF NEW YORK, Flat Iron Building, Broadway and Twenty-third Street, New York, successors to the Syracuse Stoneware Co., of Syracuse, N. Y., and the New York Pottery Co., of New York, have issued a catalogue of their products, which include such articles of Stoneware as Butter Jars, Water Jars and Covers, Low and High Meat Tubs, Churns, Baltimore or Tie Jars, Preserve Jars, Dutch Pots, Stove Tubes, Black and White Glazed Pans, French Pots, Shoulder Jugs, Syrup and Fruit Jugs, Druggists' Jugs, Vase Shaped Jugs, Railed Jugs, Harvest Jugs, Beef Extract Jugs, Oyster Jugs, Ink Jugs, Ink Bottles, Beer Bottles, Blacking Bottles, Beer Mugs, Root and Ginger Beer Bottles, Rubber Cement Bottles, Coffee Urns, Glazed Flower Pots, Hanging Baskets, Rose Jars, Umbrella Stands, Soap Jars, Stew Pans, Meat Roasters, Cooking Sets, Pie Plates, Butter Bowls, Mixing Bowls, Bean Pots, Batter Pails, Pipkins, Growlers, Beer Steins, Stone Pitchers, Coffee Pots, Mustard Pitchers, Vegetable Dishes, Spitons, Jelly Cups, Snuff Jars, Percolators, Water Kegs and Filters, Poultry Fountains, Dog Feeders, Tea Pots, Ale Jugs, etc. Everything that can be thought of in the way of household necessities will be found within its pages.

J. M. KING & Co., Inc., Waterford, N. Y., have published a Revised Price List of the tools of their manufacture, including Blacksmiths' Stocks and Dies, Plug and Taper Taps; Machinists' Stocks and Dies, Hand Taps, Machine or Nut Taps, Machine Screw Taps, Pipe Taps and Reamers, Pump Stocks and Dies, Combined Drill Reamers and Taps, Combined Wire Shears and Pliers, Combined Pliers and Stretchers and Wire Cutters.

"UNIONS FOR STEAM PIPES."

We have been favored with a little pamphlet entitled "Unions for Steam Pipes," being an illustrated description of the several varieties of unions with valuable suggestions concerning same by the well-known writer on such matters, W. H. Wakeman, an expert steam engineer and author of well-known books on steam engineering. This pamphlet is a reprint from Dixon's house organ Graphite, and they would be very glad to send a copy free of any charge to any engineer or any steam fitter, or any one interested in steam pipes.

NEW GOODS AND SPECIALTIES

NATURAL DOUBLE-WING TROUT FLIES.

The Clark-Horrocks Co., Utica, N. Y., are putting on the market a seasonable article in trout flies. These flies, instead of a single wing, have double wings spread out, making an excellent imitation of a natural fly. They are made in all the popular

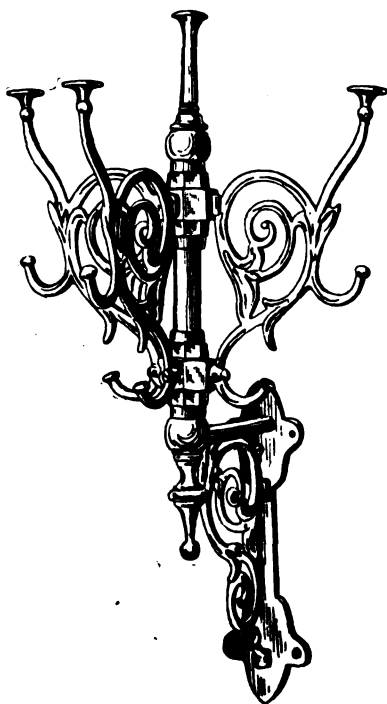


DISPLAY CASE TO SHOW TROUT FLIES.

wing patterns, and are put up in an attractive partition box for case or counter display, shown in the illustration herewith. These boxes contain a gross or half gross of flies, as ordered. The convenience of this method of packing, and the attractiveness of the display are expected to appeal to expert fishermen as well as to merchants handling fishing tackle.

ORNAMENTAL WALL RACK.

Ideal Register and Metallic Furniture Co., Detroit, Mich., are the manufacturers of the Ornamental Wall Rack illustrated herewith. It is furnished in two styles: Oxydized copper or dead black finish, and in three designs as follows: No. 1, extreme



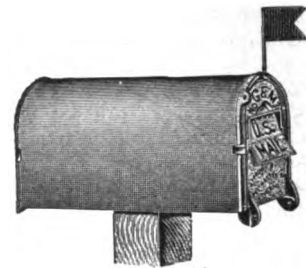
ORNAMENTAL WALL RACK.

height 20 inches, projecting four inches from the wall; No. 2, extreme height 10 inches, having two hooks, and a match box; No. 4, extreme height 12 inches, having three hooks. These

racks are described as extremely ornamental in appearance, and well adapted to many places where plainer strap racks or ornamental standing racks, etc., would be considered unsightly or inconvenient.

GEM RURAL MAIL BOX NO. 3.

C. A. Peck Hardware Co., Berlin, Wis., are the manufacturers of the Rural Mail Box illustrated herewith. It is styled the Gem No. 3, and is marketed along with Gem No. 1 and No. 2 and the Jewel. The Gem No. 3 Mail Box is described as of high-



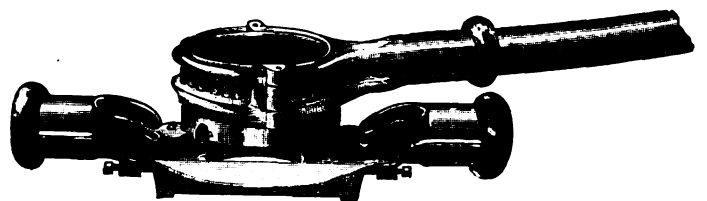
GEM RURAL MAIL BOX NO. 3:

grade material in every respect, the body being made of No. 20 galvanized steel, having the ends cast and well galvanized. It is painted green with the letters U. S. Mail in red, a combination which is said to give a pleasing and striking appearance. There is a drop door with catch at the top, so that all the carrier has to do is to jerk it open and slam it shut. The door contains an extra large drop-letter slot which will accommodate newspapers and small packages.

A RATCHET ATTACHMENT FOR DIE STOCKS.

The frequent necessity for doing pipe work and for making alterations and repairs to piping in close and cramped quarters has brought several ratchet stocks on the market. These all require that the buyer purchase a complete stock in order to avail himself of the ratchet.

The Armstrong Manufacturing Company, Bridgeport, Conn., however, makes ratchet attachments fitting their various sizes of stocks, which are easily attached to or removed from the stock by simply removing a thumb screw. This allows the pipe-fitter to use the regular Armstrong Stock on ordinary work, and have only the added weight of the ratchet, in cases where it is necessary to thread the pipe in confined space such as in ditches or where pipe runs near a wall or ceiling.



ARMSTRONG RATCHET ATTACHMENT

The Armstrong Ratchet consists in a light but strong malleable iron ring, which carries the ratchet and pawl, and which is slipped over the barrel of the stock and securely attached to it by a thumb screw. No extra handle is provided as the extension is tapped to receive one of the stock handles. It may be instantly adjusted for turning the stock in either direction.

This is a strong and thoroughly reliable tool that has proved of great service and value to pipe fitters and engineers, enabling them to use their regular Armstrong Stocks for threading pipe in positions where otherwise they would have to take down the pipe.

A complete 48 page catalogue of pipe-fitter's tools and machines will be mailed on application to the Armstrong Manufacturing Company, Bridgeport, Conn.

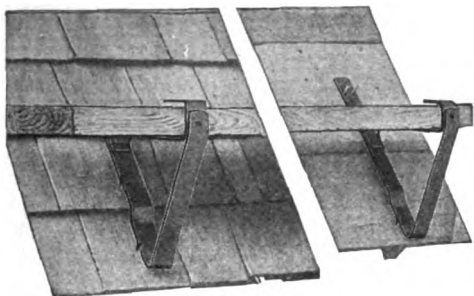
WAGNER ROOF BRACKET.

Wagner Mfg. Co., Cedar Falls, Iowa, are introducing to the trade the Wagner Roof Bracket No. 40, shown in the accompanying illustration. In its construction it is made of steel, black japan finish, and will take a 2x6 inch timber. In Fig. 2 is shown a section of roof shingled, and also one not shingled, the brackets being used both for sheathing and shingling. To use for the former purpose, nails should be driven into the sheathing, and the bracket hooked on to the same through the slotted



WAGNER ROOF BRACKET.

holes at top. To use for shingling, the upper end of the bracket should be pushed under a layer of shingles. The teeth on the lower brace, which may be observed in Fig. 1, will then catch and securely hold in the two lower layers of shingles. The timber



METHOD OF USE ON ROOF.

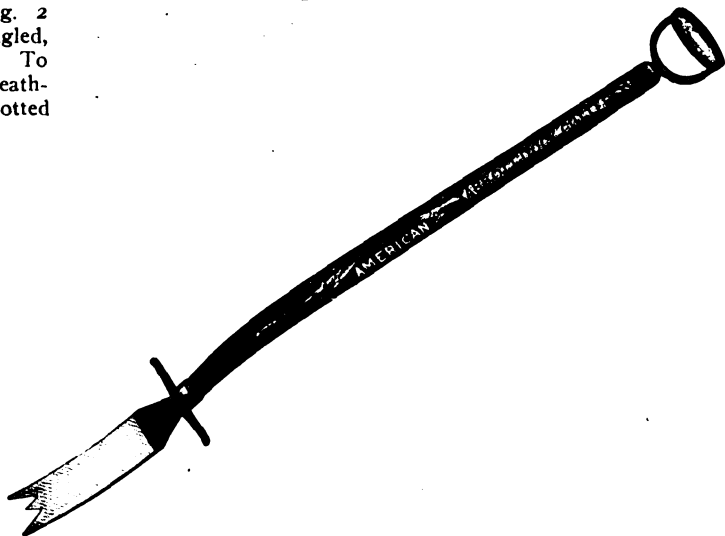
is prevented from slipping or turning up edgewise by a safety hook at the top of the upper brace. The brackets come packed one dozen in a box, the gross weight of which is 23 pounds.

THE ABBOTT DOCK CUTTER.

The American Fork & Hoe Co., Cleveland, Ohio, have recently placed upon the market the Abbott Dock Cutter, a new tool with more apparent merit than any invention that has recently come out in the line of farming tools, and which promises to become more popular than the old-style Thistle and Dock Cutter.

Docks, Canada Thistles and other noxious weeds grow a very large root, sometimes one and one-half inches to two inches in diameter, hard and fibrous, impossible to be pulled. There has been no tool made and in use that was really suitable for the work. The narrow plain end article that has been made in the past loses its sharpness and efficiency, and when the corners become rounded off, they easily slip away from the root, and a stone or other obstruction will deflect them. The consequences are that a man purchasing one of the old style uses it for a short time and then throws it away. In the new design, effort has been made to seek an improvement which will present a form of cutting edge that will be efficient in engaging, holding and cutting the root; one that will be convenient and ready for manipulation, strong and not easily dulled by contact with stone or other articles nor caused to glance away by them. The blade is provided with a cross bar of one piece with itself, making it possible to use the foot to assist the operation. No more strength is required to cut the roots of weeds with the tool than is necessary to drive it through the ground. The cutting edge is made in the form of an inverted "W" and has many advantages, the principal one being that the center prong splits the root of the dock or the weed which is frequently large and very tough, and cuts in conjunction with the outer edges. The outer edge in conjunction with the inner tooth forms four cutting blades, and they have a shearing out which makes the operation very easy to perform. This shape of the edge also gathers the root into itself, prevents it slipping away, even though the blade is not ac-

curately aimed. The blade is sufficiently long to reach the root of any weed and properly curved, so that when working in a natural spading position, it will reach under the weed and surely cut the root. The angles of this cutting surface shaped like a



THE ABBOTT DOCK CUTTER.

"W" are so made that it is possible to grind them with a square face emery wheel, and they are tempered just sufficiently hard so that it is possible to restore the edge with a file. Furthermore, the beveling is done on the under side of the tool and the natural grinding of the earth as the tool passes through it tends to keep the edge sharp.

IMPROVED TYPE OF HOTEL LOCK.

Sargent & Co., New Haven, Conn., and 149-153 Leonard Street, New York, have just put on the market an improved type of hotel lock, as here illustrated. There are two patterns of this lock made, 6250 P, with key holes below the knob, and 6260 P, with key holes above it, this feature being the only difference be-

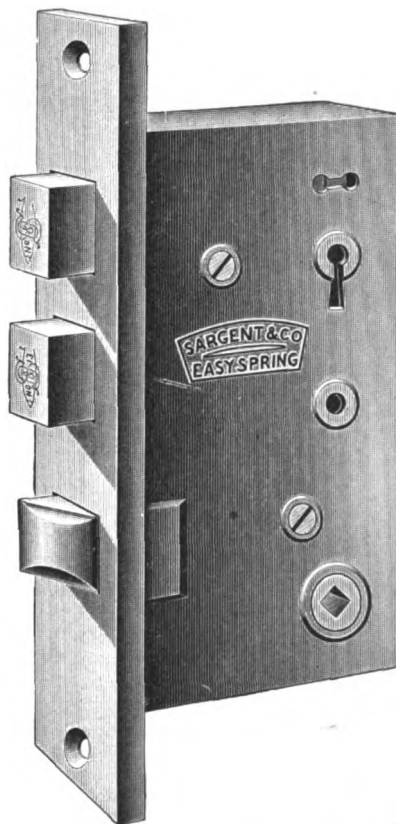


FIG. 1.—IMPROVED HOTEL LOCK.

tween them. The dimensions are 6 by 3½ inches with 2¾ inches backset. The fronts are of bronze metal and there are three heavy bronze bolts and three wrought steel tumblers. The special feature of the locks is the arrangement of the interior mechanism, so that it is possible to operate them with four different keys. First there is the guest key, which can be used in

only one lock, and that when not locked on the inside, two of which are supplied with each lock. Next in order is the master or floor key, which operates the locks on all rooms on a floor, when not locked on the inside, designed for the maid's use. Then comes the grand master key, which throws the lock bolts on all room doors in the hotel, when not locked from the inside. The fourth style of key is the emergency key, by the possession of which the locks on all room doors in the hotel can be unlocked from the outside, even when locked from the inside with the guest key in the lock. This key is designed exclusively for the

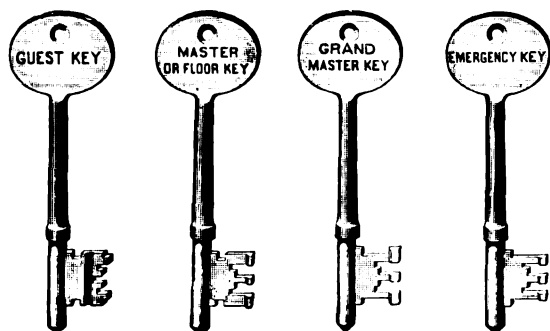
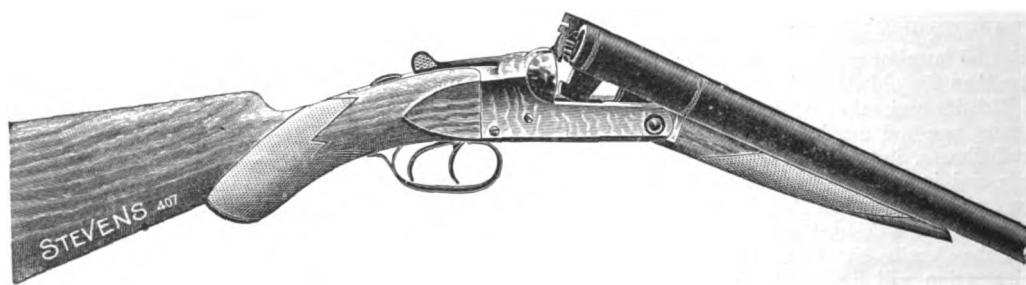


FIG. 2.—SHOWING THE FOUR TYPES OF KEYS.

use of the proprietor or manager, and kept, for instance, in the office safe, accessible only to the owner or his designated representative, for use only in case of great necessity, such as suicide of the occupant of the room. When ordered with these keys, the locks are arranged so that when locked from the inner side by the key they cannot be operated from the corridor by the guest key, the master or floor key or the grand master key, but can be operated by the emergency key; and while the door is locked on the inside with the guest key the key cannot be taken out, thus always insuring the key being in the lock in case of fire or other peremptory necessity for its use. The guest key is operative from the inside at all times, whether or not the lock is locked from the outside. The outside knob regularly operates the latch bolt at all times except when the door is locked from the inside, at which time the outside knob is stationary. The advantage of the stationary knob is to indicate that the room is occupied, is to show the maid that the room is occupied so that she will not awaken or disturb an occupant by inserting the master key in the lock.

NEW DOUBLE BARREL HAMMERLESS SHOTGUN.

J. Stevens Arms & Tool Co. have recently gotten out their new No. 325 Double Barrel Hammerless Shotgun, of which we give an illustration, which is their latest production in the shotgun line, and is now ready for delivery. The action is of the Anson & Decey type, with the Stevens checkhook, relieving the forearm of all strain and which proved so popular last year. The



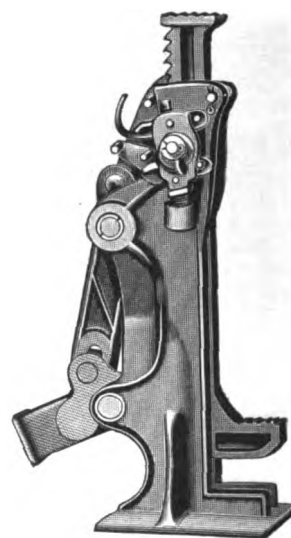
NEW DOURLE BARREL HAMMERLESS SHOTGUN.

barrels are of especially prepared high pressure steel, choked-bored for nitro powder. Has extension matted-rib with their reinforced breech; oiled, walnut stock with pistol-grip checked, and patent snap forearm checked. The regular length of stock is 14 inches, with 2 inch drop. Can be supplied in 12-gauge, with 28, 30 and 32-inch barrels, and in 16-gauge, with 28 and 30-inch barrels only. Weight, $7\frac{1}{4}$ to $8\frac{1}{2}$ pounds. The list price of this gun is \$20.00. Further particulars can be obtained from the catalogue which will be furnished on request.

"BARTH-WEILER" LIFTING JACK.

The Barth Manufacturing Co., Milwaukee, Wis., are introducing to the trade the "Barth-Weiler" Lifting Jack, which we illustrate herewith. This Jack is reversible. A simple reversing mechanism enables the operator to raise or lower the load half a notch, or lower the load half a notch per stroke of the lever, and by means of a tripping device the load can be dropped at once.

Only the best malleable iron and steel castings are used in the manufacture of these Jacks. Every Jack is tested to its listed capacity in a hydraulic press, the pressure in all cases being applied to the foot on the rack. Four styles are furnished in the



"BARTH WEILER" LIFTING JACK.

single lever, and four in the compound lever constructions. In the single levers the capacities range from three to four tons, and in the compound lever constructions the capacities run from five to nine tons.

LABOR CONDITIONS IN FRENCH WINE DISTRICTS.

Consul Miller, of Rheims, furnishes the following report on the relations that exist between the manufacturers of champagne and their workmen:

There are thousands of men employed here in the great champagne industry. In recent years strikes have been unknown. The employers have discovered a preventative and have demonstrated its practicability. This is the bonus system. Every employee who merits it is paid annually a bonus in addition to his wages. The bonus is not made part of the contract between employer and employee, but it is well understood that employees who make good records will receive it. No employee knows what his standing with the firm is until the day for paying bonuses arrives. As pupils in the public schools have their standing in politeness, respect for and obedience to their teachers, punctuality, and ability written in their weekly "notes," so the employees of the champagne houses have their records carefully registered.

The head of one of the great manufacturing houses here, who is frequently in America and is an indirect employer of labor there to a certain extent, speaking about the frequent strikes in the United States said: "While I have great respect for the skilled workman in the United States and what he accomplishes, I regret that, generally speaking, the laboring people of your country have not been trained to respect their employer and demonstrate that loyal spirit toward the employing firm as they should have been, and often the employer does not respect them as he should."

The workingmen in the champagne trade have an organization to which their employers contribute liberally and otherwise encourage. The object of the society is for mutual help in case of sickness or misfortune. Every member's wife who has a child born has the doctor's bill paid, and in addition receives twenty francs (\$4) with which to purchase the infant's first outfit of clothing.

OUR BRITISH LETTER.

London, June 12, 1906.

INTERNATIONAL TRADING ON THE INCREASE.

As the result of the Postal Congress at Rome, the Postmaster General has intimated that next year the unit of weight for letters to and from all countries in the Union will be doubled, so that letters will then be forwarded from Great Britain to America and other places at a postage of 2½d. up to one ounce in weight, instead of only half an ounce as at present. This will be regarded as a boon by British makers, who frequently wish to enclose lists and other documents in their correspondence. Everything which reduces the cost of correspondence is a step in the right direction, and tends to bring into closer union the traders in different countries. International trading appears to be on the increase, and in the course of conversation with British makers, I find that many English manufacturers are sending parcels of British-made goods to the States, through shippers and merchants, more frequently than was formerly the case. At the same time, it is well known that American goods are reaching this country in larger quantities than formerly, and especially is this the case in small sundries which are handled so extensively by British Hardwaremen.

THE HARVESTING MACHINERY SEASON.

The Agricultural Show season has commenced in good earnest, and British ironmongers who sell implements and machines are busily engaged in supplying their clients with harvesting machinery. The Bath and West Agricultural Society's Show, which is considered to be the most important event in the agricultural world in the Southern and Western counties of England, has just been held at Swindon, an important railway town, but situated conveniently, as it is easily approached from the agricultural districts by which it is surrounded. The show was most successful, and was attended by many of the leading manufacturers, including a number of American firms, who once more demonstrated the excellent qualities of the harvesting machinery manufactured in such large quantities in the United States of America. The leading makers, many of whom are connected with the International Harvester Trust, are carried on as separate companies in Great Britain; in more than one instance two or three of the branches being represented by one firm, who make leading lines of implements and machines firmly established in this country, taking up in an off season such side-lines as cultivators, manure spreaders, and other appliances, chiefly of American manufacture. The Bath and West possesses several curious features, almost unknown in any of the other great agricultural shows in this country, chiefly relics of old institutions which have been incorporated at various times. One of the most interesting of these is an Art and Furniture Exhibition, held in a building in the show grounds. It adds an artistic side to the implement trade, and forms a pleasing relief to the somewhat monotonous round of exhibits of cattle and implements, and also tends to elevate the tastes of agriculturists and others who frequent the show. Another attraction at this popular Exhibition is the Horticultural display and Exhibition of Forestry, in which there are technical exhibits, showing the growth and development of plants, and models, demonstrating insects and other pests which farmers have to contend with in the cultivation of the soil. The Royal Agricultural Society of England have now completed their preparations for the "Royal," which is to be held at Derby during the last week of the present month, and I hope in my next letter to give you an outline of some of the chief features of interest in connection with that exhibition, and also to bring under the notice of your readers the names of some of the principal American firms who will have stands, and briefly review the American implements which are popular in this country.

IRONMONGERS' ASSOCIATIONS.

In my last letter I gave you an account of the Annual Conference of the Ironmongers' Federated Association, which was held in London early in May. It was a most successful event, and the matters brought under discussion have found local associations much matter for consideration, and also have afforded the members opportunities of bringing under notice of their fellow ironmongers, the advantages of association. The work of the last few months has been continuous and progressive, and the associations, now placed upon a firm basis in this country, have made considerable headway, not only in the increase of their number, now upwards of 50, but also in membership. The network of associations which stretches to many remote districts

in England, is gradually closing around those localities where ironmongers have heretofore held aloof from association, and doubtless the time will not be long when the meshes in the net will be closed in, and associations will be dotted over all parts of Great Britain; bringing ironmongers into close fellowship with one another, and enabling them to carry on the Hardware business on more profitable lines, and especially to compete with the larger stores, which institutions have been instrumental in taking away the more profitable branches of the Hardware trade. Just now there is a lull in the work, and some tendency to postpone serious business matters until the summer months are over, and picnics, river excursions, and Summer outings are taking the place of business gatherings. The river excursion of the London Ironmongers' Association will take place at the end of the present month, and according to the latest reports, there will be a record attendance. Many London ironmongers and their friends supported by contingents from different parts of the country, have signified their intention of taking part in this now annual trip on Old Father Thames, which is so highly appreciated, and made a source not only of pleasure but of business discourse between ironmongers residing in different parts of the Metropolis. London has now grown to such an extent, that many of the suburban ironmongers are separated from one another, even to a greater degree than provincial Hardwaremen in towns some twenty or thirty miles apart, and it is felt on all sides that some system of branch associations in London is not only desirable, but almost necessary. At the last general meeting of the association held on June 12, the proposed incorporation of the I. F. A., was the principal topic of discussion, nearly all the members present being in favor of immediately carrying out the resolution passed at the last Conference, when it was decided, as soon as possible, to seek a Charter of Incorporation. By obtaining such a charter, the I. F. A. will become a corporate body, having power to act on behalf of its members, and placing the officers in a more assured position, the benefit of incorporation being considerable, not only directly, but indirectly, giving the association a status in the trade and among the manufacturers and merchants of this country.

MUNICIPAL TRADING.

Municipal trading still occupies a prominent place in the politics of Hardwaremen, most of whom are opposing the municipalities trading, even at a profit to the general body of ratepayers, when such trading is admittedly detrimental to the interests of a section of the ratepayers—often a section paying a large portion of the rates. Municipal authorities have gradually encroached upon retail traders, and despite the number of checks such trading has received from the opposition of retailers, the undertakings of municipalities are steadily increasing. Especially is this the case in reference to the gas committees—so many gas works and electric supplies being under the control of the municipalities, it being conceded by all that such undertakings are guided better, in the interests of the public, by the representatives of the people themselves than by private firms; but the limit which such undertakings should be subjected to is often overstepped, and little by little, carrying out contracts, employing workmen, and even supplying fittings, is added; in each case the work obtained and carried out, presumably for the benefit of the whole, is an absolute loss to that section of the community who earn the money which they are called upon to pay in rates and taxes. Ironmongers' associations and gasfitters' associations are strongly opposed to municipalities carrying out electric wiring, gas fitting, and the sale and even hire of cooking stoves, when the business can be so well conducted, and pay equally reasonable prices by local Hardwaremen, plumbers, and gasfitters. It is pleasing, however, to note, that in more than one instance, several influential companies and bodies of traders have entered into satisfactory arrangements with local ironmongers to carry out a certain portion of the work connected with the sale and installation of gas cookers and heating stoves, and they have also made them agents for procuring hirers of stoves. Such instances have been almost exclusively confined to independent bodies of traders, and not to those who are carrying out the work of municipalities.

PRESENT-DAY WORKSHOPS.

To sum up the whole matter, the ironmongery trade is gradually assuming a more important position than it has held during recent years, and the simple retailer of Hardware is regarding his workshop as an important factor in consolidating his business



SCREWLESS SPRINGSET SHEARS AND SCISSORS

Have taken the trade by storm. By sheer force of merit they have cut their way into popular favor. Are absolutely screwless, adjustable by a spring plate; are self-sharpening; they have

a perfectly even tension throughout their cutting length, which preserves their keen edge.



The
"Screwless"

is perfectly simple in construction—simply perfect in action.

NO MORE

twisting of shear handles to hold the cutting edges together; no more painful cramping of hand to guide the shears aright. You simply close the handles and guide the blades—the shears do the cutting automatically. MR. DEALER:—Our descriptive circular and price list tell the rest. Write for them to-day.

DAVIES AUTOMATIC SHEAR CO.

41-43 MAIDEN LANE, NEW YORK.

and spreading his conditions. The old-world workshop, with a tinman, a gasfitter, or perhaps only an odd jobbing man, is gradually becoming obsolete, and the British ironmonger is realizing that in order to carry out work satisfactory, economically, and profitably, he must sweep away the old-world relics of tools and appliances which were formerly thought sufficient, and must install new machines, improved tools, and introduce wherever necessary, power, in order to effect economy and saving of labor. Many of the machine tools which have for so long past been commonly used in the United States, are finding their way into this country, and the ingenious labor saving contrivances with which American workmen are familiar, are fast becoming regarded as essential in the British Hardwareman's workshop. The Fiscal questions and the prohibitive tariffs insisted upon by the United States, doubtless do much to keep British manufacturers from a policy of reciprocity, and from dumping down British-made goods on American soil, in the same manner as United States makers are said to send over large shipments of American goods into this country. During the past few months there have been several striking examples of the way in which tariff charges may be overcome, and at the same time profits made by British manufacturers upon goods which they have heretofore found to be cut too fine to place upon American markets. More than one instance has been brought under my notice of British makers opening up works on American soil, and laying down extensive plant and machinery in order to manufacture the goods which they have hitherto with difficulty been able to dispose of, profitably, in the United States. Thus British capital is now working in several instances and competing side by side with U. S. A. manufacturers. This system of reciprocity appears to be an equitable one inasmuch as British merchants and British consumers are familiar with the numerous goods of American production which are admitted freely into this country. In fact, any kind of interchange which brings about the consolidation of commercial union between the manufacturers and merchants of the United States and Great Britain, is welcomed by all broadminded Britishers, who recognize that the time is long past when the policy of insular trading could be maintained. The markets of the world are large, and the demands of civilized people create an opening for manufactured goods of all classes.

No one country can supply either its own needs or the needs of the world at large, and the greater amount of international trading which is devised and carried on, the better will be the status of those countries engaged in such intercourse of national commerce.

THE INLAND EMPIRE IMPLEMENT AND HARDWARE DEALERS' ASSOCIATION.

The Inland Empire Implement & Hardware Dealers' Association held its second semi-annual meeting in Spokane, Wash., recently and raised \$10,000 by subscription, with which to fight the "buggy trailers" and "range peddlers." The association is determined to wage unrelenting war upon these men, whom they call enemies of the local dealers, and they have outlined an extensive campaign. Secretary E. V. Evenson of the association says the fund subscribed will be used to hire men to follow up the agents representing Eastern houses to explain to the would-be customers the advantage of buying from the home dealers, the trickeries which the outside agent is supposed to resort to, and the superior quality of the buggies and ranges purchased from local merchants. It is expected there will be a merry war and a good deal of bitterness in the fight which the association is launching.

The association has a mutual insurance company newly organized. The insurance report shows premium receipts, \$4,299.85; total at risk, \$260,650; reinsurance, \$154,000; amount at risk above insurance, \$105,850.

The organization has appointed a legislative committee which will attempt to secure State legislation to assist the association in its fight against the country peddlers. The association also appointed a committee which will attempt to secure the organization of all the implement and Hardware dealers in Washington, Idaho, Oregon and Montana. The Inland Empire, so-called, embraces Eastern Washington, Northern Idaho and Northeastern Oregon.

THE LATEST STRIKE.

"So Jenny struck you, did she, Tommy? I hope you did not hit her back."

"No ma'am. I hit her face."

REVIEW OF THE MARKETS.

WIRE NAILS: There is a good, well sustained demand for Wire Nails, which are required for immediate shipment, as well as specifications of previous contracts, which are good, showing a depletion of the average stock is regular. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|--------------------------------|--------|
| Carloads to jobbers..... | \$1.85 |
| Carload lots to retailers..... | 1.90 |

New York. The orders for small lots from store are reported unusually steady and active, and although not large in volume are wanted for immediate use. Quotations for small lots from store are on the basis of \$2.15 per keg.

CUT NAILS: A fair demand is reported of contract orders for future delivery, but an ordinary one for immediate delivery. Quotations are as follows: \$1.75 to \$1.80 base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads, on dock, New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York. Local business is light, although as good as anticipated. Small lots from store are on the basis of \$2.05 per keg.

BARB WIRE: The orders from the railroads are still reported as being in good volume, while from the regular trade the demand is normal. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | Painted. | Galv. |
|--|----------|--------|
| Jobbers, carload lots..... | \$2.00 | \$2.30 |
| Retailers, carload lots..... | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: Orders having been given for a good way in advance of actual wants, specifications are especially active and quite heavy in consequence. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers 6 to 10. The other numbers of Plain and Galvanized Wire take the usual advances.

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

| | |
|---|------------|
| White Sisal (500 feet to the pound) | 9¼ to 9½ |
| Standard (500 feet to the pound) | 9¼ to 9½ |
| Standard Manila (550 feet to the pound) | 10½ to 10¾ |
| Manila (650 feet to the pound) | 11½ to 12 |
| Pure Manila (650 feet to the pound) | 12½ to 13 |
| Less than car lots ¼ cent advance. | |

ROPE: The following prices may be said to represent the market:

| | Cents Per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12½ |
| B Quality Manila | 11½ |
| Pure Sisal, 7-16 and larger | 9½ |
| No. 2 Sisal, 7-16 and larger | 8 |

LINSEED OIL: Under date of June 12 the following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

| | |
|-------------------------------------|----------------------|
| In lots of less than 5 barrels..... | 40 cents per gallon. |
| In lots of 5 barrels or more..... | 39 cents per gallon. |

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

| | |
|--|-----------------------|
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw. | |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than Raw. | |
| Calcutta Oil | .68 cents per gallon. |

THE PITTSBURGH TRADE.

Activity continues in the Pittsburgh jobbing trade, and there does not seem to be any prospect of an early change in this condition. Although the coal strike still continues in parts of the field, the parts that are working are quite busy, and the average demand is large. Locally, some of the builders' trades are out on strike, carpenters and painters among them. The bridge builders are also out, yet work goes along somehow. We note a large sale of screen doors and windows. It was thought the heavy advance in price of these goods would restrict the demand this year, but such does not seem to be the case.

LOGAN-GREGG HARDWARE CO.

THE CLEVELAND TRADE.

Notwithstanding the frequent expression that a change in business conditions is due, everything seems to favor continued prosperity. The crop conditions are good. Consumption equals production. There is very little over-trading and credit is not extended. There is very little over-production, as the mills are well supplied with orders, and unless vacations are short, goods will be, for Fall orders. Judging by the past, we might anticipate that dull times will follow such prosperity, but judging by probabilities, no reason appears for expecting slack business, and every indication points to active business through 1906. Anticipating a panic and preparing for it prevents its coming. Speculation in business nowhere exists, and business was never on a more legitimate basis. Jobbers and retailers are buying because their customers want the goods, and both are troubled to supply the demand. There is nothing to breed or feed a panic, unless bank deposits furnish it. They are constantly increasing, and mortgages decreasing. The agricultural class are prosperous, contented and hopeful, and have no fear of being swallowed up by millionaires or trusts, bad as the disclosures are. To know the worst about the insurance companies, Standard Oil Co., Beef Trust, the Railroads, Post-Office and land thieves, is a large dose and seems like a shameful revelation of family secrets, but criticism is often better than praise. It may demand the united action of State and Nation to diagnose and prescribe for such evils, but the general health of the nation is too vigorous to collapse under the change of diet necessary. The increasing complaints seemed to require investigation, and the shame the facts produce, may act as a restorative. That great reform will follow is already manifest. The argument one hears that such revelations interfere with business can be successfully replied to, that such business should be interfered with. Abundant opportunity to do a successful business, that investigation will not hurt, remains.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE CHICAGO TRADE.

If we were to find any fault with the present situation it would be mainly because manufacturers have not been shipping seasonable goods to us as promptly as we could use them, and it means a great deal when a wholesale Hardware merchant can say that his greatest difficulty is in not being supplied with goods by the manufacturers.


On all such seasonable goods as Rakes, Hoes, Forks, Lawn Mowers, Window Screen Cloth, Refrigerators, Ice Cream Freezers, Special brands of Old Style Roofing Plate, Wrenches, Hand Saws, Hatchets, Hammers, Axes, Files, Planes and other mechanics' tools, there has been a decided scarcity during the last few weeks, and we could have sold more of these lines of goods than we were able to secure from the manufacturers.

It has been a number of years since our company has had so lively a trade during the first six months of the year, as we have had this season, and in addition to direct shipments, our traveling salesmen have had the very best of success in taking future orders so that the promise for a splendid Fall trade has not been any better with the Wells & Nellegar Co. since the boom year of 1899. Crop prospects throughout the West, as a rule, are fairly good. There seems to be a large number of building projects under way, especially those of a moderate character. Consumers seem to be well supplied with money, so that collections are as good as we can reasonably expect.


It is now nearing the time for vacations, although we can hardly see where we can spare any large number of our employees at any one time, for the reason that there does not seem to be much of a let-up on trade. Mail order business seem to be increasing. Taking it all in all we have no fault to find with our future prospects

WELLS & NELLEGAR CO.,
J. B. Nellegar, Pres.

FILES



RASPS



**Nicholson
Arcade
American**

**Kearney
& Foot
Eagle**

MANUFACTURED
— BY —

NICHOLSON FILE CO.,

**Great
Western
McClellan**

**J. B. Smith
"X-F"
Gold Medal**

Providence, R. I.

"These Brands are Sold by all Live Hardware Merchants"

THE COLUMBUS TRADE.

As for trade, we have no complaint to make as we have been crowded to our full capacity all the time thus far in the year. We have many complaints against manufacturers, on account of slow shipments. Wirecloth, poultry netting, lawn mowers and rubber hose have been hard to get and we have had to disappoint a great many customers on account of manufacturers not filling early orders complete, but making small shipments, consequently our stock has been broken a number of times.

The weather has not been the most favorable for crops. After planting, we had a long spell of dry weather and all crops suffered. When rain did come, it was too late to make a full crop of hay and oats. If we have a late fall, the corn crop can be made yet. Wheat is looking well and nearly ready for harvesting.

The building trade is active but would be still more so if material and labor were not so high. Bricklayers are getting 65 cents an hour. Lumber is very high and it looks as though there was at least a gentlemen's agreement on prices. Some customers have sent out of town for lumber, sash and doors. This is bad for any community and we think matters will be adjusted as soon as consumers are convinced of a combine, and just as soon as people find out they are being held up, something happens, especially in these times of investigation. The four-legged hogs (it is necessary to state the number of legs, as there are two kinds, now) have been squealing for some time, but packers would not take warning until something hit them. The President has the Bull by the horns and the hogs (two-legged ones) by the ears, and they are squealing good and hard, but we don't believe he will let go until conditions are bettered. Good luck to him and bad "Cess" to the Congressman or Senator who fails to stand by him.

, THE SMITH BROS. HARDWARE CO

THE SAN FRANCISCO TRADE.

Thus far the first calendar summer month of the year is making a bright exhibit in trade. The usual commercial statistics and reports from various lines of business are all indicative of continued mercantile, financial and industrial activity. The weather the past week was not unfavorable, either to growing crops or the distribution of merchandise. Money is plentiful here; more than needed for commercial requirements in fact, and crop conditions, owing to the unusually late Spring rains, are most excellent. Business conditions in this city are steadily being restored, and the change from day to day is perceptible to even the most untrained and casual observer. It will not be long now ere we shall be fully back to the old volume of trade, and our weekly exhibit, as progressively indicated by the bank clearings antedating April 18, once more in the column of gains over preceding years.

An hour before posting this letter, Secretary Everett of the San Francisco Retail Hardware Association, informed the writer that nine Hardware dealers had joined the association since the earthquake, and three new retail dealers had been voted into the Oakland Hardware Association. "This encouraging news," he remarked, "indicates that in case there is not enough righteous people left in San Francisco to save us all from being blotted out, there is at least in the trade fraternity of feeling sufficient to want to be bunched with the crowd on the other side of the great divide."

In a walk this week through a portion of the burned section of the city, I noticed among the many hundreds of one-story frame business structures being erected for temporary use the following Hardware signs and locations: Brownlee & Co., 466 Golden Gate Avenue; Palace Hardware Co., 468-470 Golden Gate Avenue; Chas. Brown & Sons, Olive and Van Ness Avenues; Bennett Bros., 541 Haight Street and C. H. Philpott, 135 Fifth Street.

I know of two diffident and deserving Hardware merchants who have been helped on their feet again since the great April calamity destroyed all they had, helped through the generosity of Eastern men of the trade. You know in times of stress there are two classes of needy people to be reckoned with—those who will talk of their troubles and those who won't. Of the first class there's seldom a need to worry, their frankness or their assertiveness or their common-sense, whichever you please, bringing their necessities to the front. It's the retiring, sensitive, reticent brother that needs to be looked up and a friendly hand extended to him. And thus will he unbosom himself under the glow of communal sympathy—a thing far removed from pity, the despised thing of the proud. It was this thought that prompted E. W. A. Waterhouse, of Waterhouse & Lester, Hardware dealers, to make an appeal to his Eastern correspondents in behalf of the proud poor of San Francisco, whose business was ruined by the fire—the reticent poor who have refused to lay bare to the world's glare their losses and misfortunes, and who have not been reached by the quasi-public methods of the Red Cross. "Just to set them going again," said Mr. Waterhouse, "that these self-respecting men may sooner become self-supporting. They don't want charity, but they welcome help to get on their feet again." And so the appeal went East four weeks ago, and fell not upon unheeding ears, for he received from his firms \$3,635, with a P. S. to call again, if needed. The following firms were the contributors: American Horseshoe Co., Philippsburg, N. J., \$1,000; Rhode Island Perkins Horseshoe Co., \$500; Edward Smith & Co., New York; also contributions from the Cleveland Axle Mfg. Co., Canton, O.; Toledo Carriage W. W. Co., Toledo, O.; Excelsior Seat Co. and employees, Columbus, O., and Mutual Wheel Co., Moline, Ill.—*Industrial Press Association.*

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U.S.A.

THE PHILADELPHIA TRADE.

The Spring season is now drawing to a close and the fact that we are passing into Summer is emphasized by the vacation list, which has now made its appearance in our stores to the great joy of those who are away and the corresponding sorrow of those who do the added work of the absentees. It is human nature to be willing to take a vacation, but it does not seem quite so natural to take a turn in doing the work of those who are away and yet as each takes his or her vacation it should be remembered that those left behind must keep up the work. The vacation season is one of the perplexities of business and year by year the problem seems to be more serious so that the question of a continuance of the custom becomes perplexing. In a large establishment the vacations are necessarily spread over a number of weeks; during all of that time there is more or less confusion in the store and the manager of the store force has his hands full in making the wheels move smoothly. Every year this becomes a harder task as trade grows more uniform and is no longer crowded into certain months as was the custom of a few years ago. Correspondence with many manufacturers throughout the country reveals a very satisfactory state of affairs as all report a large volume of business and look forward, almost without exception to a large and satisfactory business during the coming Fall. With many an increase in prices seems to receive careful consideration and the next few weeks will determine whether business conditions will justify such a change.

With this letter the business relations of the writer with **HARDWARE** are to come to an end. For a number of years it has been his privilege from time to time to write a Hardware article to the readers of this magazine and from time to time he has been cheered by a personal letter or message from some Hardwareman stating that these articles have not been allowed to go unnoticed. This has led the writer to feel that in this way he has made a number of friends whom he has not perhaps had the pleasure of meeting personally, and now on the eve of his retirement from the Hardware business, with which he has been connected for over thirty years, he cannot refrain from saying a kind farewell, to all his friends both known and unknown. His best wishes will go forward not only to this magazine but also to its host of readers.

In thus saying "Goodbye" to the Hardware business it is a

pleasure to express the respect and liking which he has always had for it as a clean, honorable and straightforward business. Of course, honesty is personal and a man so inclined can lower the standard of any business, but the Hardwareman is not called upon to put sand into sugar, adulterate drugs, poison foods, give short measures or scant weight or foster dangerous habits by selling alcoholic liquors, and while the great prizes of wealth may not fall to the lot of the Hardwareman, he may in the language of the "One Book," "Do the thing that is right for that shall bring a man peace at the last." With the hope that coming years may bring to both **HARDWARE** and its readers happiness and prosperity we now say "Adieu."

Respectfully yours,

BIDDLE HARDWARE CO.,
James H. Ritter.

A NOTICE TO DEALERS.

All Genuine Enterprise Goods are Marked With the Trade Mark of that Company.

Efforts having been made to sell to the Hardware trade specialties of various brands with the statement that they were made in the works of The Enterprise Manufacturing Company of Pa. with the skilled labor and high standard that have given the Enterprise goods their reputation, the above company desires emphatic announcement made that it is its invariable rule not to manufacture specialties under any other name than its own. Goods otherwise marked, and offered with the claim that they were made in the Enterprise works, should be viewed with suspicion, to say the least, as sailing under false colors. The fact that such claims are made is a tribute to the high standards of Enterprise workmanship, but they are unjust and injurious, both to the concern itself, and to the dealers who may be misled thereby. All dealers know the trade-mark "Enterprise."

STERN REBUKE.

Barber (to customer)—Razor all right, sir?

Customer—My dear man, if you hadn't mentioned it I'd never have known there was a razor on my face.

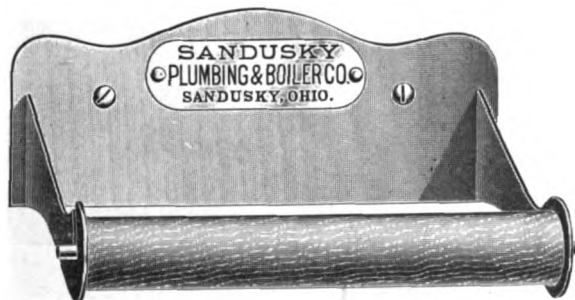
Barber—Thank you!

Customer (continuing)—I thought you were using a file!

You Are At No Expense, Mr. Jobber

in handling our full line of Kitchen and Bath Room Supplies. ❧ ❧ ❧

We furnish your salesmen with Free Samples--- pack and ship goods direct to your customers--- and send invoice and bill of lading to you.

**SIMPLE ?**

A single trial order will convince you of the excellence of our method and of our goods.

Write for further particulars to-day.

Mention **HARDWARE**.

The Foyer Steel Stamping Co.
Painesville, Ohio, U. S. A.

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer . . .

Rose Water Coolers

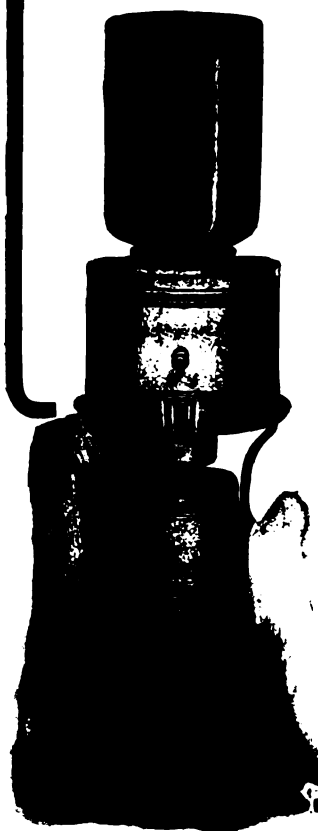
for sale through Hardware Dealers.

Merit and price have made their demand enormous.

ROSE FAMILY WATER COOLERS

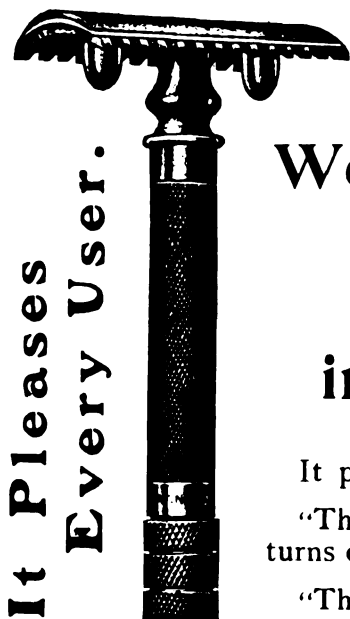
Model F we offer at the special price of \$40.00 a dozen with bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



Gillette Safety Razor

NO STROPPING NO HONING



**It Pleases
Every User.**

**The Most
Wonderful Selling
Razor
in the World**

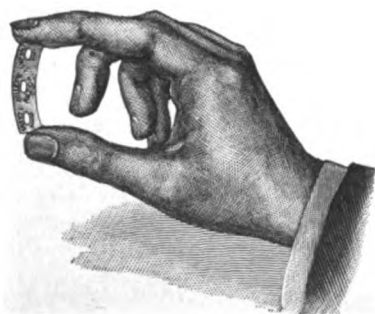


It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.
Quadruple gold-plated set with 12 blades \$10.00.
Quadruple gold-plated set with 12 blades and monogram \$12.00.
Standard combination set with shaving brush and soap in triple
silver-plated holders \$7.50.
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10
blades with 20 sharp
edges, for sale by all
dealers, at the uniform
price of 50 cents.

**Sold by Leading Drug, Cut-
lery and Hardware Dealers.**



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



RUSSELL & ERWIN MFG. CO. OF NEW YORK.

The business of the New York branch of the Russell & Erwin Mfg. Company was on June 8 incorporated under the laws of New York as the Russell & Erwin Mfg. Company of New York. This has been supplemented by numerous changes which practically reorganizes the different departments and greatly strengthens their efficiency. The officers are as follows: Howard S. Hart, president; R. A. Hawley, first vice-president; I. D. Russell, second vice-president; J. H. Van Newkirk, treasurer and manager; W. H. Donaldson, assistant treasurer; W. A. Cherry, secretary, and C. C. Haselton, assistant secretary. The Board of Directors consists of the officers here named, together with William Browne, George E. Moore, William E. Diehl and O. P. Malone. The selling portion of the business is entirely in charge of W. A. Cherry, who is responsible for all sales from the New York warehouse, and the contract department, assisted by W. E. Diehl, sales manager, S. C. Van Antwerp, assistant sales manager, and George E. Moore, who is in full charge of pricing and costs, with a corps of competent assistants. C. C. Haselton has charge of all buying, both of the Factory Line and General Merchandise, which has always been a part of the business. He is assisted by Mr. Saylor and Mr. Johns, with a corps of assistants. The office force is under the immediate supervision of W. H. Donaldson, who has entire charge of all invoicing, collections, etc.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JUNE 11, 1906.

- 404,829. DRILL BIT. J. Eagen, Wyoming, Pa.
 404,835. LOCK. S. C. Harlan, Lake City, Minn.
 404,050. LATCH AND LOCK COMBINED. W. W. Pursel and F. P. Pursel, Berwick, Columbia County, Pa.
 405,057. LOCK. W. H. Taylor, Stamford, Conn.

PATENTS ISSUED JUNE 12, 1906.

- 822,906. DRILL SHARPENER. C. W. Atkinson, Jamestown, Ohio.
 822,962. WRENCH. C. Liaci, New Haven, Conn.
 823,017. MITER JACK. E. O. Wolfe, Williamport, Pa.
 823,066. DOOR HANGER. D. D. Miller, Wooster, Ohio.
 823,155. WRENCH. D. L. Booker, Girard, Ala.
 823,166. WRENCH. W. H. Glover, St. Louis, Mo.
 823,177. WRENCH. B. E. Kline, Sheldon, Ind.

PATENTS EXPIRED JUNE 18, 1906.

- 405,241. LATCH AND LOCK COMBINED. J. Austin, Fenelon Falls, Ontario, Canada.
 405,259. WRENCH. J. S. Henry, Stoningham, Conn.
 405,282. WASHING MACHINE. A. F. Teigen, Watson, Minn.
 405,343. COMBINED NUT AND PIPE WRENCH. W. T. Chesley, Viola, Ill.
 405,383. CORK EXTRACTOR. K. Taylor, Frankfort, Ky.
 405,509. WASH BOILER. W. E. Smith, Fremont, Neb.
 405,540. PLANE. J. J. Driver, St. Louis, Mo.

PATENTS ISSUED JUNE 19, 1906.

- 823,532. DOOR CLOSER AND STOP. W. A. Hildyard and A. B. Drummond, Crough End, England.
 823,541. QUICK ACTING WRENCH. F. Norwood, Gloucester, Mass.
 823,543. SASH LOCK. J. S. Packer, Salt Lake City, Utah.
 823,667. PIPE GRAPPLE OR PULLER. H. B. Childress, Granit, Okla.
 823,721. TOOL FOR SETTING DRAWER STOPS. C. T. Garden and H. Garden, Macon, Ga.
 823,748. CLAMP. F. E. Walden, Worcester, Mass.
 823,816. SHEARS. W. P. Spragg, Moberly, Mo.
 823,949. LIFTING JACK. William F. Kidd and L. Kidd, Bloomfield, Ind.

INTERNATIONAL POSTAGE.**WORK OF THE CONGRESS WHICH MET IN ROME.**

According to a dispatch from Rome the Postal Union Congress, which practically ended May 22, cheapened the postage on heavy letters. Not only has the unit of weight been raised from 15 to 20 grams, but the postage was reduced from 25 centimes to 15 to 20 grams after the 1st of June. These changes will be even more favorable to Anglo-Saxon non-metric countries than those using the decimal system, the British delegates having secured the adoption of 1 ounce. Unfortunately the congress could not be induced to lower the initial rate of letter postage. The British and Japanese proposals for a reduction to 20 centimes both failed. New Zealand's advocacy of universal penny

postage was rather a demonstration than a business proposal. A little success was scored by picture postal cards in internationalization. Permission was granted hitherto by only a few countries to write on the left-hand half of the address side. Still a more welcome boon to the public is the new reply coupon, which takes the form of a postal order to the bearer exchangeable in any country for a postage stamp of the value of 25 centimes.

SOUTH CAROLINA RETAIL HARDWARE ASSOCIATION.

The second annual meeting of the South Carolina Retail Hardware Association was held on the 12th, 13th and 14th insts., at Columbia, the sessions being held at Craven Hall. The attendance at the meeting was very good and larger than was hoped for by the officers. The address of President H. P. Duvall, of Cheraw, was a specially interesting one, and was listened to with close attention. We give the following extracts from it:

One, if not the most important of all questions before us is the best means of encouraging harmony and co-operation between the manufacturer, jobber and retailer, to the mutual advantage of each. A retailer separate and alone is entirely at the mercy of either the manufacturers or jobber, but if a member of an association representing a State and millions of money and trade it puts the retailer in a new light, and makes his wishes command respect, if they are reasonable, of course. The retailer comes in daily contact with the consumers, spends his time and money and takes many risks in putting on the market the manufacturer's goods, and is the outlet through which the volume of goods must go, and he should guard well his highway to the consumer, and not let others use it without toll. Alone he cannot do it, but in combination there is strength, and only by making our organization a working body, and having well defined plans, and knowing what we are working for, and all working together for a common end, we can, in my opinion, make this organization a success.

We can see very plainly that the tendency now is direct trade between the consumer and manufacturer. The profits of the retailer are being cut closer and closer, while the expense of doing business is growing larger and larger. We must have better stores, carry larger stocks, buy in larger quantities, have more expensive clerks and more money invested, and the time, in my opinion, is now on us when the retailers should have a settled policy as to the conduct of their business, especially their relations with the manufacturer and jobber, and be in a position when a demand is made to enforce it.

An interesting and able address on "Mutual Fire Insurance" was delivered by Elliott Dunn of Charleston, which was followed by a general discussion of the subject.

LEGISLATION.

A committee was appointed to secure the passage of a suitable lien law for the protection of Hardware dealers in supplying materials for building, with authority to employ a lawyer to frame such law, a copy of which will be mailed to every Hardwareman in the States of North and South Carolina.

The place of meeting for next year was not finally determined, but either Columbia or Charlotte, N. C., will be chosen.

OFFICERS ELECTED.

The following officers were elected for the ensuing year:

PRESIDENT—T. O. Flowers, Rock Hill.
 VICE-PRESIDENTS—E. W. Duvall, Cheraw; Elliott Dunn, Charleston, and W. N. Everett, Rockingham, N. C.
 SECRETARY-TREASURER—Paul W. McLure, Greenwood.

A very enjoyable banquet was given on Thursday evening. M. Bonnoitt of Darlington acted as toastmaster, and there were addresses by Mayor Gibbes, Paul W. McLure, Elliott Dunn and W. W. Everett.

TAX ON COMMERCIAL TRAVELERS.

The tax imposed by the Province of Quebec on commercial travelers and companies is giving rise to a good deal of trouble. The tax on travelers is semi-annual and varies in amount, according to the character, wholesale or retail, of the houses visited. A traveler may have to pay \$200, according to the conditions of his sales. For instance, if a traveler selling motor cars sells direct to the consumer, he must take out a \$200 license; if he sells to a dealer for retail to the consumer, the charge of \$100, and if to large concerns which resell to dealers and not to consumers direct, the license is \$50. If the business is done through a commercial traveler, the commercial travelers' tax is payable. If the agent has a fixed place of business, then the firm he represents becomes liable to the percentage tax. This is a tax levied upon companies doing business in Quebec. This tax amounts to one-eighth of 1 per cent, upon the amount of paid-up capital to \$1,000,000, and \$50 for each \$100,000 or fraction thereof above \$1,000,000. An additional tax is leviable of \$50 for each place of business, factory, or workshop in the cities of Montreal and Quebec, and of \$20 for each place of business, factory, or workshop in every other place.

THE COMPULSORY WORKING OF PATENTS.

An agitation has been started in England for the compulsory working of patents and much interest appears to have been aroused in the subject. The criticism aimed at the British patent laws also applies to those of the United States, and in a sense with even more force, because while in Great Britain it is possible for any one to obtain a license to manufacture under a British patent, on a royalty fixed by the Board of Trade, in this country a patent remains in force the full period of its life, with no obligation to the patentee to manufacture his invention, nor with any right vested in any other person to take the neglected invention and make something of it. At a recent hearing on the subject the advocate of the compulsory working of patents presented the following argument, in brief:

"The object of a patent is to give a monopoly to inventors and thereby encourage industries which would be checked if all devices or systems at once became general property. A patent is a monopoly which is granted by the State in return for something it expects, that the burden of labor shall be lightened and that production shall be increased. The State is entitled to say if it is not getting its share of the bargain, that it must revoke the whole of the monopoly which it conferred. It was certainly never contemplated by the law that injury might be done a trade through its means. Yet such is the case. A German—to take a concrete example—holding a British patent can prevent the manufacture of the patented article in this country (Great Britain), while he is at liberty to produce it himself in his own country and sell it in this. Clearly the progress of industry which the patent laws would assist is thereby hampered.

"We will suppose that the work of 10,000 men is required to supply the wants of this country for this particular invention. Were the goods not imported from abroad the wages of these 10,000 men, the cost of the raw material, the rates and taxes and all the cost of manufacture would be spent in this country. As matters stand, practically all the outlay takes place in Germany, but the money to meet it is drawn from England. Is it not then clearly desirable that a person, be he English or foreigner, who is protected by our patent law should be compelled to exercise the benefits he receives from that law in this country? But the case does not end here, for while we are giving the foreigner a marked advantage he is giving us nothing in return."

The last sentence refers to the provision of the patent laws of most countries, which compels a patent to be worked within a certain period of time, varying in different countries, the penalty being the forfeiture of protection.

In the argument of the English advocates of compulsory working of patents the provision of the English law permitting others than the patentees to work under the patent is put aside with the statement that the machinery of this part of the statute is clumsy and complicated, and, moreover, that it is not by any means the same thing as compulsory working of the patent. In considering this phase of patent laws in relation to the United States the tariff enters prominently into the question in cases where a foreign patentee fails to work his invention in this country and instead manufactures at home and exports to the United States. Yet there is an argument aside from this, and one that probably applies equally well in England, and this is that manufacturers frequently buy patents from inventors and then let the ideas lie idle, oftentimes forever, the purpose being to prevent others from making use of what is not required by the purchasing owner of the patent. For example, a manufacturer may have a perfectly satisfactory method of accomplishing a certain mechanical action in a machine. An inventor finds another method of accomplishing the same result and the manufacturer prefers to pay a round sum rather than have a competitor enter a field which the manufactured device has made quite exclusive. So the new patent is tucked away for good. If there were the right under the law to manufacture under a license, or if the patent had as an obligation the necessity of manufacturing within a certain time, say, one, two or three years, as the periods run in other countries, including Canada, then the public would have the benefit of useful inventions which to-day are valueless.—*The Metal Worker*.

NO SHADE FOR PAT.

Pat—I'm afther bidding you good-bye, Moike. It's to Panima for me. Sure, four dollars a day, workin' on the canal looks like a gold mine beside the one dollar and twenty cents in Ameriky.

Mike—But, Pat, do you mind that Panima is one of the hottest places in the world? It's one hundred and twenty in the shade most every day.

Pat—You don't suppose that I'm such a dommed fool as to stay in the shade all th' time, do you?—*Magazine of Fun*.

POPULAR TALKS ON LAW

Copyrighted, 1906, by William C. Sprague, President The Sprague Correspondence School of Law.

CONTRACTS.

NO. 2.—THE CONSIDERATION TO SUPPORT A CONTRACT.

The rule that every promise must have a consideration to support it in order to be good in law; in other words, that every contract must have two sides; and the further rule that the consideration, or that which is agreed to be given for the promise, must not be something which the promisor is already bound in law to give, has frequent application in cases of settlements of existing debts. A owes me, we will say, \$500, and the debt is overdue. I say to him, "Pay me \$450 now and I will release you from the remainder of the debt." He pays me \$450, relying on my promise. Am I bound in law to release him from the remainder of the debt? No, because the consideration for my promise to release him was his paying me \$450, something which he was already bound in law to do. If, however, he had agreed to do something more than he was already bound to do, as for instance, to pay \$450 at some place other than that provided in the original contract, or to pay me \$450 and do some specified service, then that which was agreed to be done over and above the mere payment of the \$450 would be considered in the law a sufficient consideration to support the agreement to release the debtor from the remainder of the debt.

It is held, however, that if a man owes me \$100 overdue, and I agree to accept something other than money, as, say, a horse, in full payment, I cannot thereafter claim that the horse was not worth \$100, and that therefore the debtor still owes me the difference between the value of the horse and the hundred dollars on the ground of no consideration. If one pays something other than money, whatever its value, in full satisfaction of his debt, and the creditor accepts it, the debt is discharged as completely as if it had been fully paid in money.

Then, too, if the debt is not yet due, the creditor's agreement to accept a part of it at once in full discharge of the whole debt is good, as in that case the consideration is payment before the debt is due, and that is a new consideration—something the debtor was not bound to do.

Where the debt is uncertain in amount, or is in dispute, it is held that a promise to give a release on the payment of a certain amount of money is good, even although it may be afterwards found that the real amount due was more.

If a creditor receives in full payment from his debtor some obligation due the debtor from a third person, the debt is discharged, even although the transferred debt is smaller than the one for which it is given in payment.

If a person to whom a debt is due agrees to accept a negotiable promissory note for a less amount than the debt and gives a discharge, he is bound to do so, the theory being that the advantage the creditor gets from the note, it being negotiable, is sufficient consideration.

It was held that a promise of extra pay to sailors in consideration of their agreeing to finish a voyage for which they had signed articles was without consideration. So was a promise to pay a witness for attendance at court more than the fees prescribed by law. So was a promise to reward an officer for arresting a criminal whom the duties of his office required him to arrest.

The whole question as to whether or not a promise to pay less than the whole debt will discharge the debt on the payment of the lesser amount depends entirely upon whether or not what is agreed to be done by the debtor is something which in law he is already bound to do. If there is anything to be given or to be done by him other than he is bound by law already to do, there is sufficient consideration for the promise to release, and the promisor will be bound.

A promise made to one in consideration of his forbearing to sue is made on valid consideration. A promise made to one in consideration of his forbearing to collect a debt or to enforce payment is made on good consideration, provided the forbearance be for a definite or reasonable time. A forbearance not to prosecute a demand which is found not to exist in law or in fact is no consideration.

(To be Continued.)

AN EXPOSITION INCIDENT.

There was a fair maid named O'Neil,
Who went up in the great Ferris wheel;

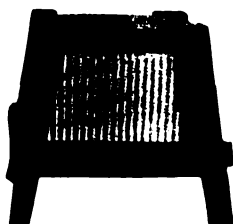
On the thirty-fourth round

She looked down at the ground—
And it cost her an eighty-cent meal.

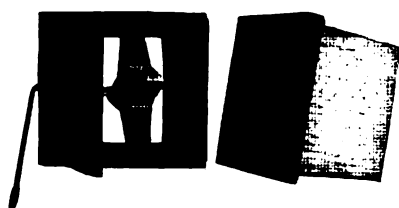
NOTHING NEW UNDER THE SUN?



The "Sunshine" Washing Machine



Sunshine Washer
Ready for shipment.

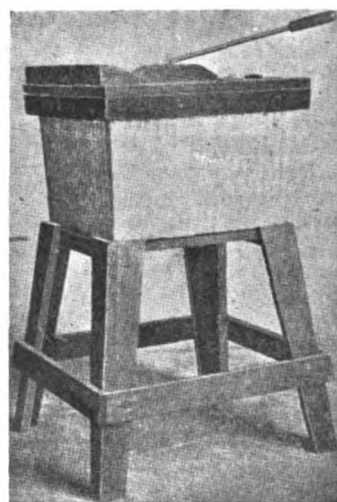


Sunshine Washer with Top removed,
Showing Mechanism.

is the newest in washing machines.

It is the most convenient washer on the market. Has few parts; the tub of galvanized iron, can be placed on stove to heat the water and after washing stored away in stand.

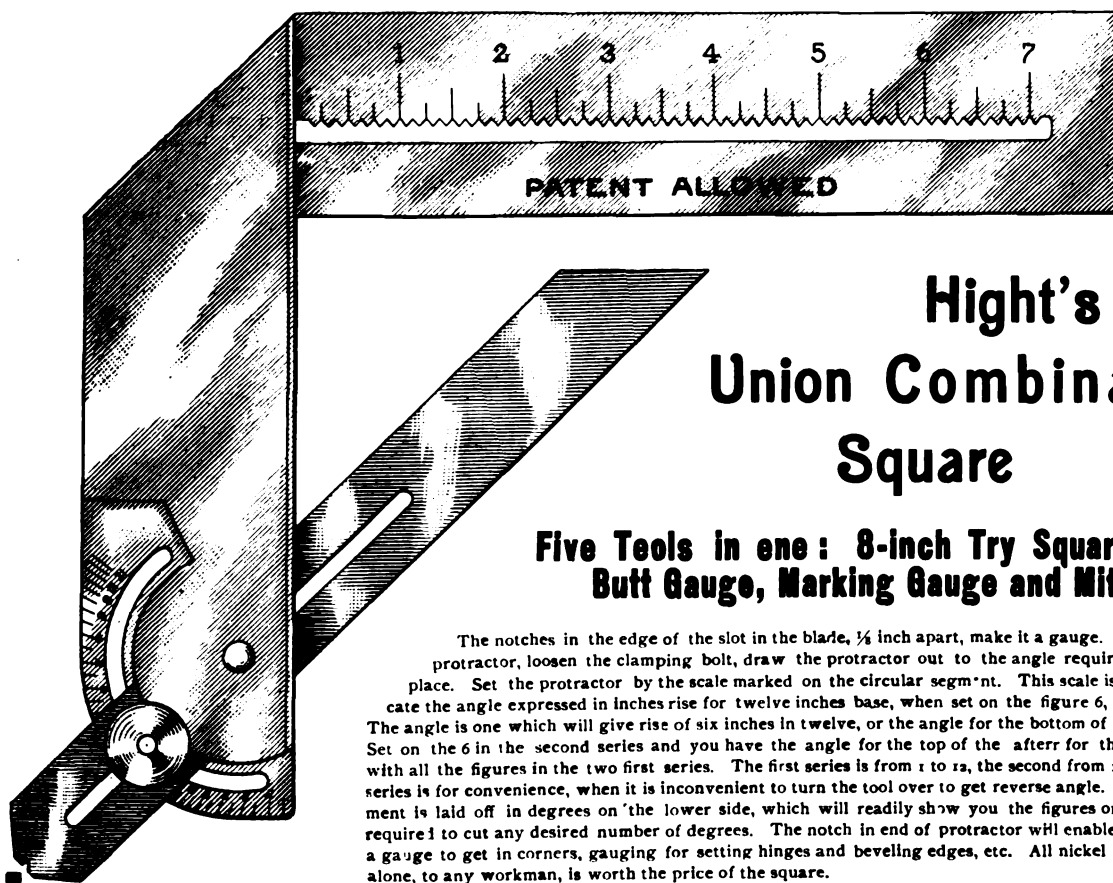
Rectangular in shape, made of corrugated Galvanized Iron, Agitator is Star Shaped and clothes are washed by contact with sides and bottom. Operated by means of handle. A quarter turn does the trick—does the washing in short order. Send for circular and prices.



PATENTED APRIL 2ND, 1901.

A. G. McAU SLAND & CO., - - - DENVER, COLO.

State and County Rights to Manufacture and Sell on Liberal Terms—and Protected.



Hight's Union Combination Square

Five Tools in one: 8-inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

The notches in the edge of the slot in the blade, $\frac{1}{4}$ inch apart, make it a gauge. To use the bevel protractor, loosen the clamping bolt, draw the protractor out to the angle required, and clamp in place. Set the protractor by the scale marked on the circular segment. This scale is marked to indicate the angle expressed in inches rise for twelve inches base, when set on the figure 6, in the first series. The angle is one which will give rise of six inches in twelve, or the angle for the bottom of rafter for $\frac{1}{4}$ pitch. Set on the 6 in the second series and you have the angle for the top of the rafter for the same pitch. So with all the figures in the two first series. The first series is from 1 to 12, the second from 12 to 1. The third series is for convenience, when it is inconvenient to turn the tool over to get reverse angle. The circular segment is laid off in degrees on the lower side, which will readily show you the figures on a square with 12 required to cut any desired number of degrees. The notch in end of protractor will enable it to be used for a gauge to get in corners, gauging for setting hinges and beveling edges, etc. All nickel plated. The scale alone, to any workman, is worth the price of the square.

The best tool of its kind on the market. A quick seller.

A. W. HIGHT, Box 17, Station C, Toledo, C.

HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ambridge, Pa.—Dickson-Patton Hardware Co. has been incorporated. Directors—W. Miller Dickson, Charles Patton, Don Rose, R. B. Walker, Sewickley; A. M. Ross, Economy.

Anderson, Ind.—Walter Margason, of Newcastle, an experienced Hardwareman, has opened a new store at No. 10 West Eighth street.

Beaver City, Neb.—T. A. Rodman will open a new Hardware store.

Beaver City, Neb.—The North American Cutlery Co. is about to be organized.

Berryville, Ark.—Articles of incorporation have been filed with the secretary of state by the Walker Hardware Co., showing a paid-up capital stock of \$20,000. The incorporators are William Walker, C. E. Walker, J. H. Sheppard, G. W. Walker.

Bridgeport, Conn.—The Hawley Hardware Co., newly incorporated with \$15,000 capital has purchased the business of Charles W. Hawley, at 1108 Main street. The incorporators of the new company are all clerks of Mr. Hawley. They are Joseph H. Stagg, Herbert Bottomley, Charles Lindquist and Charles Jensen. The latter, with Mr. Lindquist, recently opened a Hardware store in East Bridgeport and this will be a branch of the Main street store. Mr. Stagg is the president and treasurer of the new company, Mr. Bottomley the secretary and Mr. Lindquist the vice-president. The new company have taken possession.

Charlottesville, Va.—Charlottesville Hardware Co. has been incorporated. C. H. Walker, president; J. Payne Carroll, vice-president; A. N. Adams, secretary and treasurer, R. E. Yowell, all of Charlottesville. Capital stock: Maximum, \$100,000, minimum, \$50,000.

Cody, Wyo.—R. J. McGinnis and W. H. Brundage have formed a partnership and will engage in the Hardware business.

Delta, Colo.—Porter-Obert Hardware Co. has been incorporated with a capital stock of \$10,000 by J. E. Porter, H. H. Obert and W. E. Obert.

Detroit, Mich.—The Gregg Hardware Co. has opened a new store at 48 Cadillac Square and 43 East Congress street. They will carry a large line of Hardware and tools.

Evansville, Ind.—Meyer Hardware Co. has been incorporated; capital stock, \$30,000; directors, Albert N. Meyer and James T. Walker, of Evansville, and James H. Kroh, of Indianapolis.

Hempstead, N. Y.—James & Hawkins, of Jamaica and Rockville Centre, have bought the Terry property on Front street, where, after alterations are completed, they will open their third store.

Johnstown, Pa.—W. E. Shissler and Charles Leventy have leased the property at 558 Central avenue and about July 1 will engage in business as the Moxham Hardware Co.

Kippen, Idaho.—The Lookout Hardware Co. of Lookout, Ida., is about to open a branch store in Kippen, Ida.

Lexington, Miss.—Beall Hardware Co. has been incorporated, capitalized at \$25,000, by D. W. Beall, L. G. Beall and others.

Los Angeles, Cal.—F. A. Marcotte has engaged in the Hardware business.

Neosho Falls, Kans.—Charles Brooks has opened a new Hardware store.

Nashua, N. H.—The store in the Merchants Exchange, formerly occupied by George H. Wiley & Co. is being fitted up for a Hardware store, which will be carried on under the name of Whittemore & Ambrose.

Oklahoma City, Okla.—Storm & Erickson Hardware Co. has been incorporated with a capital stock of \$6,000. The directors are: W. W. Storm, I. W. Erickson, Mary D. Erickson, and Minnie D. Storm, all of Oklahoma City.

Paducah, Ky.—Articles of incorporation have been filed by the Louis W. Henneberger Co., which is a newly organized Hardware concern that will engage in business here by purchasing the retail department of the Scott Hardware Co., one of the largest establishments in this portion of the State.

Peck, Ida.—William DePew is putting in a new stock of Hardware.

Petersburg, Va.—A charter of incorporation has been granted to Peterson & Jefferson, Inc., for the purpose of dealing in Hardware and agricultural implements. G. P. Peterson, president and treasurer; Hatcher S. Seward, vice-president and secretary; T. J. Jefferson, manager. Board of directors: G. P. Peterson, Hatcher S. Seward and W. R. Duell.

Pittsburgh, Pa.—The Pittsburgh Hardware & Home Supply Co. held a formal opening in its new quarters, Seventh avenue and New Grant street recently. The firm, which conducts what is really a Hardware department store, occupies a six-story building, and handles Hardware of all kinds, sporting goods, electrical goods, mechanics' supplies, cutlery and hotel and restaurant equipment.

South Tacoma, Wash.—W. T. O'Connor and D. L. Merrill are engaging in the Hardware business.

Walla Walla, Wash.—Articles of incorporation for a new Hardware and implement company have been filed. The company will be known as the Tierney-Toner Co., the incorporators being Frank W. Tierney, Oscar Drumheller, M. Toner, C. H. Bowers and T. J. Ennis. The new company is capitalized at \$16,000.

Wichita, Kans.—H. W. Collier & Son have engaged in the Hardware business.

Wrightsville, Ga.—Petition for charter has been filed for the People's Hardware Co. The incorporators are J. H. Rowland, T. C. Holt, J. V. Snall, T. L. Martin, and R. R. Martin, all of whom are engaged in other business here. The petition recites that the capital stock of \$10,000 has been actually paid in.

Changes and Improvements.

Bowling Green, Ky.—Charles W. Rogers, of McMinnville, Tenn., has bought the one-half interest of R. E. Harris in the Hardware business which for several years has been conducted at the corner of Main and College streets, by the firm of Miller & Harris.

Brush, Colo.—J. B. Killion has sold his Hardware business to S. W. Goddard & Son.

Campbellsburg, Ky.—C. R. Orem has sold his Hardware store to Dillard Rocketts, of Hillsboro.

Carmen, Man.—Buettner Bros., Hardware merchants, have disposed of their business to A. J. McConnell, and will leave shortly for Saskatchewan, where they will open a new store.

Central Square, N. Y.—Elliott & Lane have sold their Hardware store to Henry S. Hunt of Cato.

Cherryvale, Kans.—Owing to the dissolution of the Hardware firm of Baldwin & Hendricks, Mr. Baldwin will continue alone.

David City, Neb.—F. C. Scott has sold his interest in the Barnes-Havlik Hardware Co.

Evansville, Ind.—The stock of the Greiner Hardware Co. has been sold. The business will be continued under the firm name of the Meyer Hardware Co.

Fannettsburg, Pa.—William and Roy Kegerreis have succeeded their father, the late M. Z. Kegerreis, in the Hardware business.

Girard, Ohio.—The Zeller Hardware Co. have increased their capital stock from \$5,000 to \$25,000. H. Niedemier, Jr., is the president.

Guelph, Ont.—James W. McMillan and John R. McMillan have purchased the Morris Hardware establishment and will take over the business in a few weeks.

LaBelle, Mo.—E. L. Loudermilk has sold his Hardware store to Brownfield & Pugh.

Medical Lake, Wash.—Rielly Bros., Hardware dealers here, are closing out.

Middlebury, Ind.—The firm of Kauffman & Kauffman, Hardware dealers, has been dissolved. Ira E. Kauffman has sold his interest to his partner, Charles E. who will conduct the business alone in the future.

Miles City, Mont.—The Montana Hardware Co. has increased its capital stock from \$20,000 to \$50,000.

New Providence, Ia.—Bales & Armstrong have succeeded to the Hardware business of the Bales-Howard Co.

New Rochelle, N. Y.—Robert E. Douglass of New York City, has purchased the Hardware business at 23 Rose street, of W. A. Klein.

Painted Post, N. Y.—W. A. Smith has closed a business deal with E. E. Mason, of Woodhull, whereby he will take possession of the Mason Hardware store at Woodhull about August 1st.

Paterson, N. J.—James Tanis, doing business at River and Putnam streets, in Hardware and general supplies, has sold out to Joseph B. Allen.

Salem, Mo.—Martin Dent Hardware Co. have filed a statement to show they have made an increase in their capital stock from \$7,500 to \$15,000, all the increase paid.

St. Edward, Nebr.—Henry Pitcher has purchased the Hardware store of William Eidam.

Verona, Mo.—J. T. Miller has succeeded to the Hardware and implement business of T. J. Miller & Bro.

**Cabinet Assortment**

5½ inch Rococo Dial. Height 17 inches

Oak or Walnut

8 Day, Half-hour Strike, Cathedral Bell, } \$4.95 Net
 Packed three in a Box, for

**"ALWAYS
 SOMETHING SPECIAL"**

"Exclusive Patterns"

H. BEALMEAR & CO.,

CLOCKS, BRONZES, CUT GLASS,
 SILVERWARE AND ART NOVELTIES.

DISTRIBUTORS OF

COMMUNITY SILVER.

SILVALUSTA SILVER POLISH

234-236 PARK AVENUE,

BALTIMORE, MD.

The Opportunity is Yours!

**Western Cement
 Is Best**

HARDWARE

A SIMPLE EQUATION

QUALITY + LOW PRICE = PROFIT

We call this the

"Wise Buyers' Line"

because every number
 is a profit producer.

It will pay to get our Catalogue
 before purchasing elsewhere.

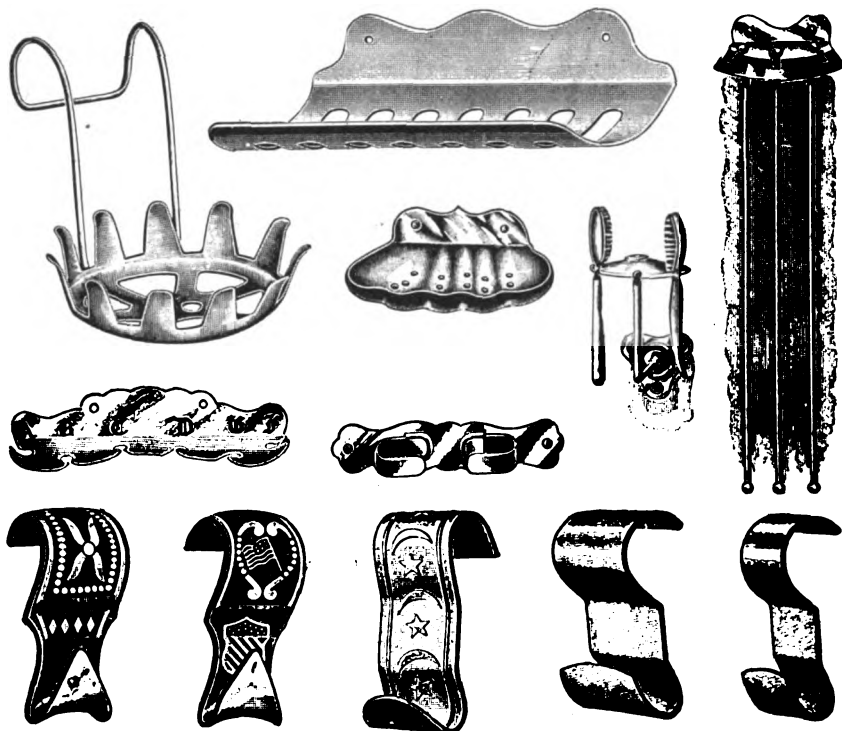
OUR GOODS ARE

LOW IN PRICE

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HIGH IN QUALITY
 WORKMANSHIP
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We manufacture a large line of
EXCLUSIVE DESIGNS



FORSYTH MFG. CO., BUFFALO, N. Y.

Makers of BATH ROOM ACCESSORIES AND MOULDING HOOKS

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Binghamton, N. Y.—A certificate of incorporation for the National Dishwasher Co. has been filed. The directors and stockholders are D. A. Smith, T. B. Crary and Hiram Goldsmith. The capital stock is named as \$1,000.

Bridgeport, Conn.—The Gaynor & Mitchell Manufacturing Co. has been incorporated with a capital stock of \$60,000. The incorporators are Arthur C. Gaynor and Joseph F. Gaynor, Bridgeport, and Angelo Gaynor, New York. The business was formerly carried on as a co-partnership.

Detroit, Mich.—The Proctor-Raymond Mfg. Co. has been incorporated to manufacture electric bells, trunk trimmings, electrical and Hardware specialties. A site having a frontage of 460 feet has been purchased for a plant.

Indianapolis, Ind.—The Combination Farm Tool Co. has been incorporated with \$10,000 capital stock. The directors are William Foor, H. A. Adams and F. E. Foor.

New York, N. Y.—Manhattan Screw & Stamping Company has been incorporated. Capital, \$200,000 and directors: S. Wilner, E. R. Wilner, Anna S. Wilner, New York.

New York, N. Y.—Neal & Scott Company has been incorporated to manufacture Hardware tools, etc., tinware, etc.; capital, \$25,000. Incorporators: Bernard B. Neal, Joseph W. Scott, Henry E. Stoffregen, No. 81 Warren Street.

New York, N. Y.—Richards Keyless Lock Co. has been incorporated to manufacture keyless locks, Hardware, etc.; capital, \$100,000. Incorporators: E. A. Monfort, Elbert L. Barney, Dr. C. A. Hegeman, all of New York.

Pekin, Ill.—The National Steel Tank Company is a new concern which has been organized in Pekin. Ruhaak & Lackman Company are the organizers, and they propose to manufacture steel tanks for town or country homes, and water supply for villages and public buildings, for kitchen, bath and basement use in homes. They will handle two sizes of tanks, with capacities of 220 and 365 gallons.

Portland, Me.—Central Equipment Co. has been organized for the purpose of dealing in tools, machinery and mill and factory equipments, with \$500,000 capital stock. Officers: President, John W. Anderson, of Gray; treasurer, James R. Parsons, of Yarmouth.

Portland, Ore.—Edwin L. Furman, Eli Hogan and O. P. McGee have filed articles of incorporation of the Universal Tool Company. Capital stock is \$50,000. The objects are to manufacture and sell metal, wood and glass tools, etc.

Rochester, N. Y.—Schreiber & Klier Co. has been incorporated to manufacture razor guards, cutlery, etc., capital, \$2,000. Incorporators: Edward A. Schreiber, No. 405 Child Street; Joseph G. Klier, Yates, N. Y.; John B. Kiley, No. 39 State Street.

St. Joseph, Mo.—The American Gas Stove Co. has been incorporated with a capital stock of \$50,000.

Taunton, Mass.—Taunton Stove Lining Co. has been incorporated to manufacture and sell stove linings, fire bricks, etc.; capital, \$25,000. President, Clarence S. Parker, Taunton, Mass.; treasurer and clerk, J. Walter Parker, Taunton.

Worcester, Mass.—The International Mfg. Co. has been organized to manufacture a new ratchet drill, the invention of Napoleon R. Thibet of that city. The company has not yet begun to manufacture for itself, but is putting the drill on the market from an outside shop.

Changes and Improvements.

Adrian, Mich.—The Adrian Wire Fence Company has doubled its capacity for 1906. A new warehouse, 80x140 feet, with a covered platform fourteen feet wide alongside, has also been completed.

Allentown, Pa.—L. H. Yeager, Charles H. Yeager, E. A. Donecker and Calvin Jackson have made application for a charter for a corporation to be called the Jackson Mfg. Co., the object of which is the manufacture and sale of washing machines, wooden ware and household specialties. The Jackson Mfg. Co. is located at present at Reading, and will be brought to this city. A building will be erected and the manufacture of these goods commenced on a small scale and increased as the business warrants.

Anderson, Ind.—The Anderson Tool Co. have closed a contract for a new building 100 feet long and 50 feet wide, of brick and steel construction, which structure they are forced to build owing to the growth of their trade.

Bowling Green, Ohio.—The Leonard Stove Co. has begun the work of clearing off the debris preparatory to rebuilding the plant that was destroyed by fire a few nights ago. The plant will be built larger and better than before, and the buildings will be of cement and brick, making them fire-proof. The loss, according to the incomplete invoice, was \$67,000, with \$11,000 insurance.

Chattanooga, Tenn.—The Chattanooga Iron & Wire Works has moved into a new and larger building, this change being necessitated by the material increase in the company's business.

Chicago, Ill.—The International Harvester Co. is planning to construct a \$1,000,000 office building at Jackson Boulevard and Franklin street.

Cleveland, Ohio.—The Cleveland Hardware Co. are erecting several large buildings, the contract having just been awarded for a new engine house to cost in the neighborhood of \$20,000.

Cleveland, Ohio.—The Worden Tool Co. will erect a new factory building on Scranton avenue, S. W. The building will be one and two stories high, and will be 317 feet by 80 feet in size. The new building will cost about \$50,000.

Columbia, Pa.—At a meeting of the directors of the Keeley Stove Co. it was unanimously decided to enlarge the plant. Two additional buildings will be erected to connect with the present building, and when completed the foundry will occupy all the space in the foundry building, part of which is now occupied for other purposes.

Cuyahoga Falls, Ohio.—The Falls Rivet

& Machinery Co. has bought the property of the Kearney & Foot File Co. in Kent, Ohio, and is equipping a plant for the making of rivets and bolts. It expects to be turning out these goods about August 1.

Elwood, Ind.—The Ames Shovel and Tool Company will rebuild that portion of its factory on the south side that was destroyed by fire last summer, erecting a two-story addition, covered with corrugated and with iron roof. The work will be commenced at once.

Grand Rapids, Mich.—The Grand Rapids Hardware Co. has purchased a two-acre site on Eleventh street and the railroad tracks. The company will eventually build on the site but the plans have not yet been prepared. The company employs 100 persons at its present location on Pearl street, and manufactures a sash pulley.

Kansas City, Mo.—The Pague Mfg. Co. which was organized about a year ago for the manufacture of lard pails and cans, pieced tinware, fruit cans, oil cans, specialties, etc., has been obliged by the growth of its business to materially enlarge its manufacturing facilities. A site has accordingly been purchased on which the company will erect a four-story building 50x90 feet, which, with another building already on the ground, will add greatly to the company's capacity.

Marion, Ind.—Hoosier Range Co. have closed a contract for the construction of the factory buildings that the company will erect at Twenty-sixth and Adams streets where the company's new plant will be located.

Martins Ferry, Ohio.—The Spence-Bages Stove Co. has decided to erect another big building in the square where their factory, office and warehouse is located. The new building will be 40x100 feet in dimensions.

Memphis, Tenn.—The Livermore Foundry & Machine Co., one of the oldest concerns in the South, is making extensive changes and improvements in the mechanical equipment. L. E. Traylor has recently been chosen general manager.

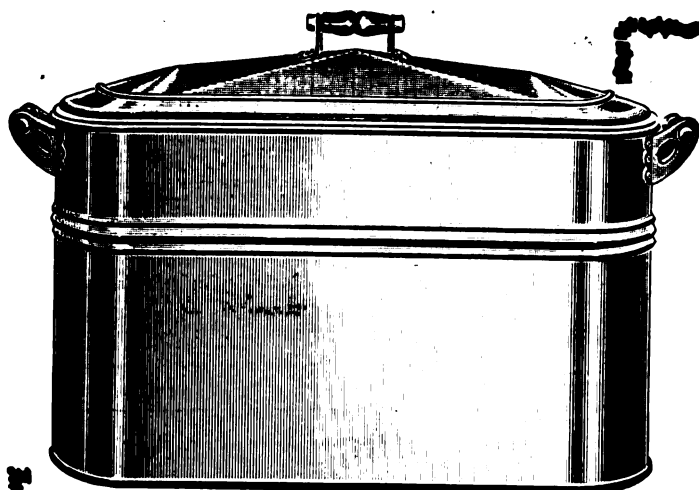
Milwaukee, Wis.—Forward Machine & Tool Co. have filed an amendment changing the name to the Forward Iron works.

New Brighton, Pa.—The Standard Horse Nail Company has just given out a contract for an addition to its plant in the shape of a brick building, 45x100 feet, with truss and slate roof.

New Haven, Conn.—The Union Horse Nail Co. has increased its capital stock from \$150,000 to \$300,000, the purpose of the new capital being to expand the business. The plant, both buildings and equipment, was practically doubled recently.

North Milwaukee, Wis.—Work on the monster plant to be erected at North Milwaukee by the Avery Scale Co. of London, is rapidly going forward and a force of men and teams is being employed in the excavation work. The building, which is to be of brick and steel construction, will be 150x250 feet in dimensions.

Oswego, N. Y.—The Oswego Tool Co. has purchased the three-story building, No. 126 West First street. This building is next Nos. 122 and 124 already occupied by the Tool Co. The new building will be used to accommodate the increasing demand for the Tool Co.'s products.



"ATLANTIC" High-Grade Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market
Full Weights --- Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy welding and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.



READY FOR USE

BUY OF THE MAKER

We are **EXCLUSIVE MANUFACTURERS** of the

Auxiliary Ironing Board

THIS is a new and substantial Ironing Board for quickly and perfectly ironing sleeves, shirt waists, baby clothes and other small articles. The full length of sleeve may be ironed without wrinkling. The Board is made of hardwood, with nicely rounded edges, and tapering in shape. The iron parts are nicked white, and made strong, but light in weight. It may be quickly fastened to the table and swung up out of the way, if desired, for quick use of table for other purposes.

The Turn-Back Feature Is Its Greatest Convenience

Store Display Cards, in two Colors, Furnished with Every Shipment

Length of No. 1 Board, 25 inches; width, 5 and 2 inches. Packed 1 dozen in crate.

" " " 3 Board, 20 inches; width 5 and 2 1/4 inches and covered with a thick piece of felt.

The Best Selling 25-cent Article on the Market.

Samples and Prices on Request.

TURNED
BACK
OUT OF
THE
WAY

AUXILIARY IRONING BOARD CO.

84-86 Flint St., ROCHESTER, N. Y.

REPRESENTED BY

H. & AYER
101 Beade St., New York

F. H. TAYLOR

202 N. 2d St., Philadelphia

E. J. HALL CO.

202 Battery St., San Francisco

85 West Broadway, New York.



Experiments are costly—why not sell your Trade an article of demonstrated usefulness?

The "Cleveland" Lawn Weeder

"Quality first always." A Hardware Staple, Malleable Castings, Crucible Steel Blades, Varnished Hardwood Handle.

Awarded Silver Medal at St. Louis Exposition, 1904. Awarded Silver Medal at Portland Exposition, 1905. Write to your jobber for price or to us direct.

The CLEVELAND LAWN WEEDER CO.

99 PUBLIC SQUARE CLEVELAND, O., U. S. A.



LAWN FENCE Strong and durable; Cemeteries. Substantial, hustling dealers wanted in each town and city. We manufacture a heavy Malleable and Steel Picket Fence—84 different designs. Prices that will make you money. Catalog Free.

Address Box 31, WARD FENCE CO., Portland, Me.



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to introduce their products in all parts of the world is offered to American Manufacturers by the

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C. C. ABEL & CO., - - Agents
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**MENTION
HARDWARE**

GERMAN gentleman, having resided for many years in England, France, also other European countries, and now a resident of Dresden is prepared to act as

EUROPEAN BUYER

or in any other capacity to first-class American firms. Has a thorough knowledge of soft goods, Hardware goods, also of raw produce and banking business. First-class references will be given. Please write full particulars to "European Buyer," care Rudolf Morse, Dresden, Saxony.

HARDWARE DEALERS RECORD (Continued.)

St. John, N. B.—Formal announcement of the dissolution of the Hardware firm of Kerr & Robertson, and of the continuance of the business by the new firm, Robertson, Foster & Smith, Ltd., has been made. John M. Robertson, of the late firm, is the president of the new company; W. H. Smith, vice-president, and F. A. Foster, secretary-treasurer.

Embarrassments.

Bowling Green, Ky.—Kellogg Hardware Co., of this city, has filed a petition in bankruptcy. It is stated the liabilities are about \$5,000, with assets, consisting of stock, \$3,500.

Louisville, Ky.—Lisette Noelling, conducting a Hardware business at 230 West Market street under the firm name of C. Noelling & Co., has filed a petition in bankruptcy. She lists liabilities of \$9,997.90, of which \$9,256 are unsecured. Her assets are \$6,596.11, of which \$6,000 are stock in trade.

Massillon, Ohio.—J. R. Smith, a Hardware dealer on West Main street, has made an assignment for the benefit of his creditors and named Attorney Thomas C. Davis as assignee, who has taken charge of the business.

Oconto, Wis.—Henry M. Barlament, a Hardware dealer, has filed a petition in bankruptcy. The total liabilities are \$9,098.56. The assets are claimed to be \$10,084. Several Milwaukee and Oshkosh firms are creditors.

Brockton, Mass.—Andrew F. McCabe, dealer in Hardware on Alton street, has filed a voluntary petition in bankruptcy. He owes about \$13,000 and his assets are nominally \$9,000, this including real estate, personal property and bills payable. Mr. McCabe hopes to effect a settlement with his creditors and continue.

Joplin, Mo.—Deputy Sheriff Clarence Kier has levied on the stock of the Miners' Hardware Co., located near the corner of Seventh and Main streets.

Moorhead, N. D.—Arthur R. Charest, Hardware merchant and tinner at 704 Front street, owing to the pressure of creditors, has made an assignment to the Moorhead National Bank.

Fires.

Checotah, I. T.—Checotah Hardware Co. has suffered a severe fire loss.

Farrington, Ia.—The Hardware store of F. D. Carr & Co., has been damaged by fire.

Snyder, Okla.—The Hardware store of Boals & Williams has been burned out. Loss, \$25,000; insurance, \$4,000. The Wey Hardware store was also destroyed.

MANUFACTURERS' RECORD—Conc.

Rochester, N. Y.—Application has been made by the Pritchard-Strong Co. for permission to erect an additional building for the company's plant, at a cost of \$40,000. The building, excavations for which have been started, will be 146½ feet wide, 219 feet long and 30 feet high and will cover the entire vacant plot at the corner of Main street and East and Circle street, just west of the Main street bridge. The Pritchard-Strong Co. manufactures stamped metal wares and its growth has been rapid since the company was organized a few years ago.

Rutland, Vt.—The property of the Stafford-Holden Mfg. Co. on South Main street, Barre, better known as the "fork shop," has been sold at public auction to William Holden and Edgar M. Trow. Granite and pneumatic tools are the articles manufactured by the Trow & Holden works. Mr. Holden will begin work on the "fork shop" at once, having it remodelled and put in shape so that his plant may be moved there as soon as possible. The

new quarters will have a floor space 40 by 200 feet.

Torrington, Conn.—The Union Hardware Co., manufacturers of skates and Hardware, have drawn plans for an additional factory building. The structure will be of brick, 100 feet square, one-story high with basement. It will cost about \$8,000.

Wallingford, Vt.—The Wallingford Mfg. Co. is to build a storeroom, 100x75 feet, and three stories high, and a forge room, 70x75 feet. Rapidly increasing business has made this necessary. The company is employing at the present time nearly 100 hands, and will increase this force when the additions are completed. Forks, hoes, garden rakes, grass and corn hooks and corn knives are manufactured.

Watertown, Wis.—The Washington Cutlery Co. will erect a two-story factory building at Watertown. The structure will be 60x144 feet in dimensions, of frame construction, and it will cost \$3,500.

West Nutley, N. J.—The X-Ray Stove Polish Co., with factory at Wallington, and offices at 78 Hudson street, New York, has purchased the large brick factory of the Nichols Hat Works, at West Nutley, and will remove to that place in July.

Embarrassments.

Glen Rock, Pa.—The Standard Screen Co., Limited, has passed into the hands of receivers. Assets, \$10,500; liabilities, \$17,727.

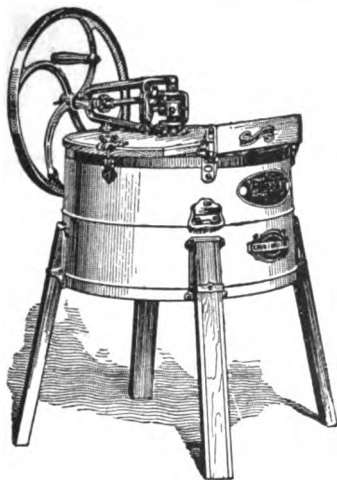
Miscellaneous.

Chattanooga, Tenn.—The Chattanooga Plow Company have held their annual meeting and elected the old officers, consisting of Mr. C. D. Mitchell, president; Howard Mitchell, secretary, and Judson Buchanan superintendent, and the old board of directors.

Richmond, Ind.—Henry Deuker, George Deuker, William Jessup, Charles Border and George Kemper, were elected directors of the Border Bolt and Lock-Nut Company at the annual meeting.

Two of the World's Winners

The MAJESTIC WASHING MACHINE



We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

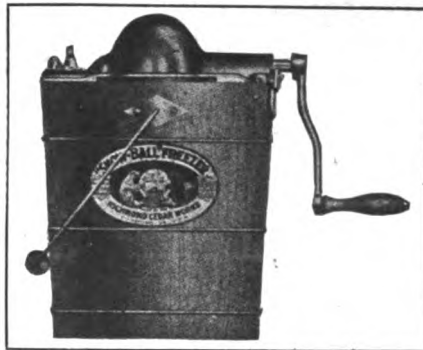
Does that tell the story?

We will verify these
figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub

of the Majestic is made of selected **Virginia White Cedar**, and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops**, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL



FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the **Snow Ball Freezer**. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of **Virginia White Cedar**, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are **JOBBER** or **DEALER** write us to-day for particulars and prices which will surprise you.

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

Here

The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying now—Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

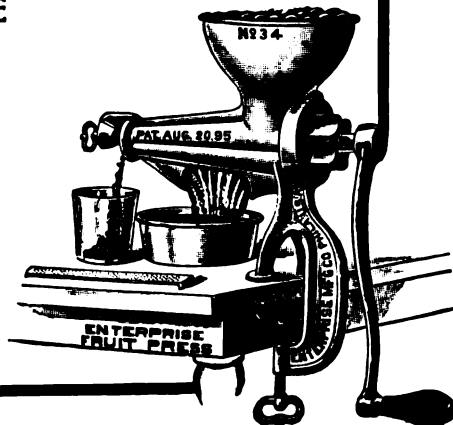
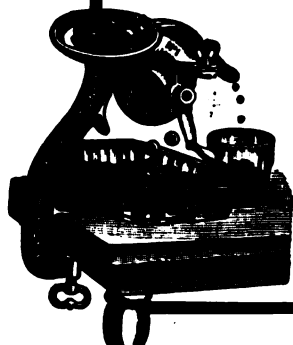
All of which to be right, must be

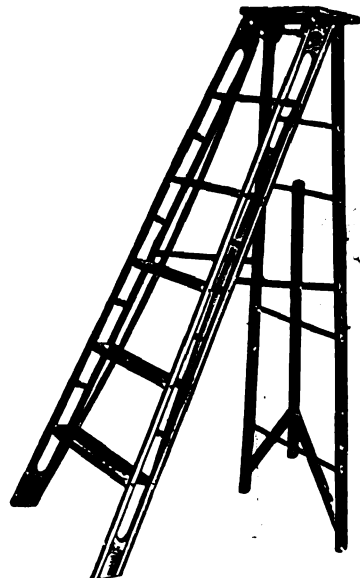
"ENTERPRISE"

"ENTERPRISE" FOOD CHOPPERS SELL ALL THE TIME

Write for free copies of our newest booklet, "The Cook, Her Critic and—." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U. S. A.





"QUALITY MAKES OUR BUSINESS"

Maine Wood Novelty Company

—

WOODEN NOVELTIES

—

HOUSE FURNISHING SPECIALTIES

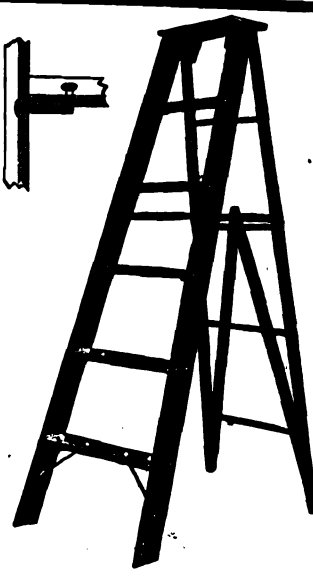
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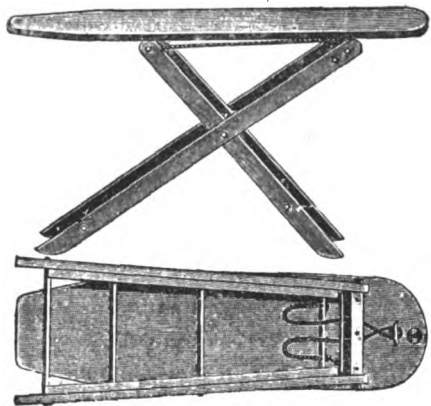
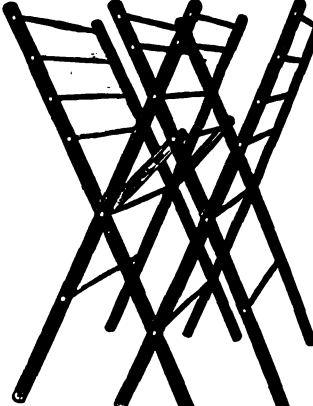
MANUFACTURERS OF

Step Ladders
Extension Ladders
Common Ladders
Wash Benches
Ironing Tables Towel Racks
Pastry Boards Clothes Dryers
Drawing Boards Clothes Bars
Hammock Chairs
Lawn Settees
Lawn Swings
Croquet Sets, etc.

104 Reade St., New York City

WRITE FOR CATALOGUE





BUGS

"Slug-Shot"

Enjoys the highest reputation for reliability in killing Currant Worms, Potato Bugs, Cabbage Worms, Lice, Slugs, Sow Bugs, etc., and is also strongly impregnated with fugicides.

Put up in Popular Packages

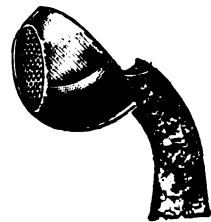
Slug Shot is the best, and the best selling Bug Killer on the market.

A sample order of it will convince you quicker than a barrel of talk.

Sold by Seed Dealers and Merchants

Hammond's Slug Shot Wks.
Fishkill-on-Hudson, N. Y.

THE ONLY GENUINE DRIPLESS STRAINER



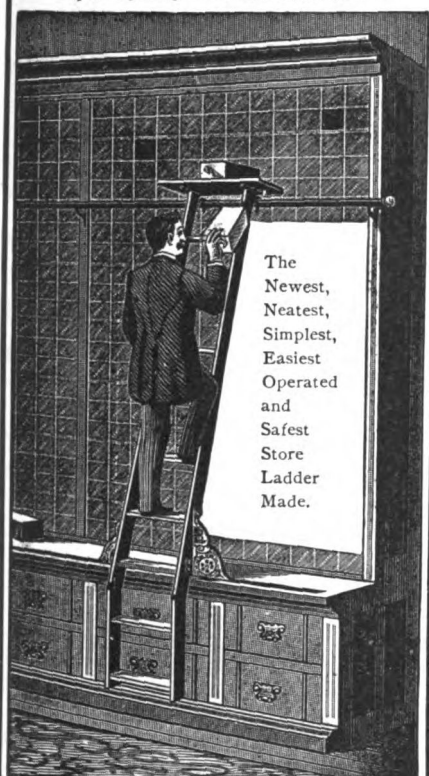
The best and handsomest strainer on the market: Superior in quality but low in price. Good margins for jobber and dealer. Made only by



Watson-Porter-Watson Co., Ltd.
Unadilla, Michigan.
P. O. Box 79

**Robert Murray.**24 Duane St.,
New York City.**General Hardware**

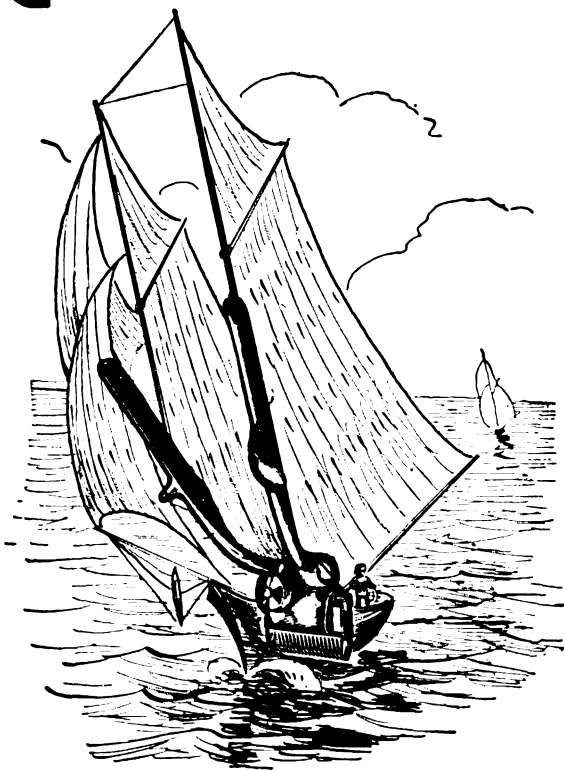
999

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.**The BICYCLE STEP LADDER.**
Especially adapted for Hardware Stores.Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ILL.**COATES CLIPPERS****ARE SURE WINNERS**

Because they are built on the right lines: Built to give satisfaction to the user; built to sell at a good profit to the dealer.



Their beauty of finish, strength and fine cutting qualities are not surprising:

We've Been Making Coates Clippers for 25 Years

All kinds of Clippers for All Kinds of Hair.

Each Clipper Guaranteed to Cut Clean.

An Up-to-Date "Clipper"

"When at Sea" as to the Best Selling Clippers to handle—try the Coates kind. You'll have plain sailing to profits.

See for yourself. *Get our Catalog and Prices.*

Coates Clipper Co., Worcester, Mass.

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

Wanted.

WANTED.—Eastern Selling Agency by two young hustling business getters, Hardware and electrical specialties preferred. Salary or commission. Address, Experienced, care of Hardware Publishing Company.

WANTED.—A partner with capital to take one-half interest in a new combination Lifting Jack, Wire Stretcher and Tire Tightener.

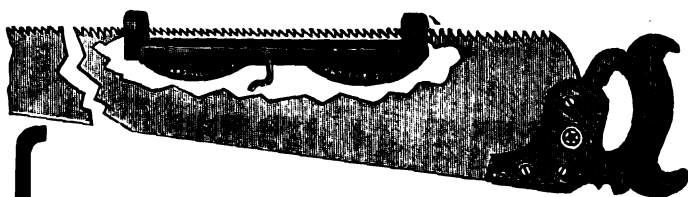
H. R. ISENHOWER, Bloomfield, Ind.

WANTED.—Agency for good American Hardware manufacturer by established merchant. H. Stalham, offices 71 Victoria Street, Toronto.

Traveling Men

Can make expense money by taking subscriptions to

"Hardware"
Liberal Commission



C. C. C. Saw Clamp

Pat. U. S. Feb. 20, 1906; Canada, April 3, 1906.
Other Foreign Patents Pending.

Is the latest, lightest and best Saw Clamp on the market.

Best For Wood Workers

because it only weighs about a pound, is simple in construction, durable and efficient. Can be carried in the pocket.

Frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files. It's noiseless in operation.

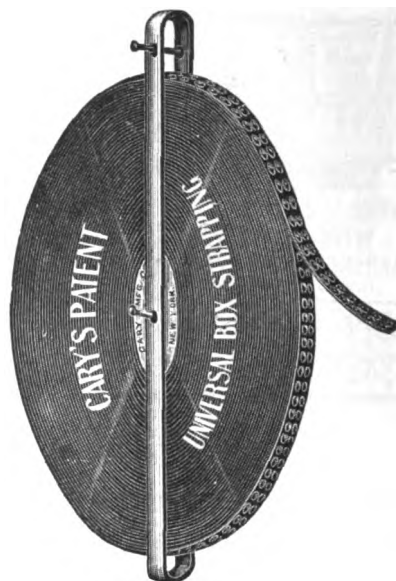
PRICE 75 CENTS.

Send for further particulars and discounts.
Mention HARDWARE.

C. W. Cardwell Mfg. Co.
JAMAICA, N. Y.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{2}$, $\frac{3}{8}$, $\frac{1}{4}$ and $\frac{1}{8}$ inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

Ready! Aim! Fire!



Ask your jobber,
now, to book your
order for Steel Snow

Shovels, Furnace Shovels and Sidewalk
Cleaners.



"ALASKA"
"TROPIC"
"KLONDIKE"

The Brands to stipulate if you want
First Class, Strong
Goods.

Catalogue Free.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO

Mfrs. "Never-Break" Cooking Utensils.

Look

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway.

Always Mention "HARDWARE" for having "put you wise."

DON'T FAIL

TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

| | |
|---|--------|
| Linseed, City, raw, in barrels, \$ gal. | 40c |
| Linseed, City, boiled, in bbls. | 42c |
| Out of Town, on spot, \$ gal. | 38c |
| Calcutta, raw, in barrels, \$ gal. | 68c |
| Lard, prime city, \$ gal. | 71@72c |
| Lard extra, No. 1 | 52@53c |
| Lard, No. 1 | 42@44c |

Paints and Colors

| | |
|--|---------------|
| Barytes, Foreign floated, \$ ton | \$17.50@19.00 |
| Barytes, American floated, \$ ton | \$18.00@19.00 |
| White Lead, American, dry, in bbls., \$ lb. | 6½c |
| White Lead, American, in oil, in lots of less than 500 lbs., \$ lb. net. | 7½c |
| In lots of 500 lbs. and over, \$ lb. | 7½c |
| White Lead Eng. in oil, \$ lb. | 8½@9½c |
| Zinc, American dry, \$ lb. | 4½@5c |

Putty, Commercial—\$ 100 lb

| | |
|-----------------------|--------------|
| In bladders | \$1.25 @1.25 |
| In bbls or tubes | 1.20 @1.20 |
| In 1 lb. to 5 lb cans | 1.20 @1.20 |
| In 10½ to 50 lb cans | 1.25 @1.25 |

Spirits Turpentine

| | |
|------------------|---------|
| In regular bbls. | 60@60½c |
| In machine bbls. | 60½@61c |

Dry Colors

| | |
|-----------------------------------|-----------|
| Blue, Chinese | \$ lb 20¢ |
| Blue, Prussian | 20¢ |
| Blue, Ultramarine | 20¢ |
| Sienna, Italian, burnt & powdered | 20¢ |
| Sienna, Italian, raw & powdered | 20¢ |
| Umber, Turkey, burnt | 20¢ |
| Umber, Turkey, raw | 20¢ |
| Green, Chrome, ordinary | 15¢ |
| Green, Paris, in kegs | 15¢ |
| Indian, Red, American | 20¢ |
| Indian, Red, English | 20¢ |

Colors in Oil

| | |
|-------------------|-----|
| Black Ivory, best | 10¢ |
| Blue, Chinese | 20¢ |
| Blue, Prussian | 20¢ |
| Blue, Ultramarine | 20¢ |
| Sienna, burnt | 20¢ |
| Sienna, raw | 20¢ |
| Umber, burnt | 20¢ |
| Umber, raw | 20¢ |

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Chains

| | |
|---------------------------------------|-----------------|
| Galvanized Pumpchain, # lb. | 4¢@4½¢ |
| Ger. coll. list July 24, '07. | 60¢@10¢@10½¢ |
| Ger. Hatter chain, list July 24, '07. | 60¢@10¢@10½¢ |
| Jack chain, iron. | 60¢@10¢@10½¢ |
| Jack chain, brass. | 60¢@10¢@10½¢ |
| Oneida Wire Dog chains. | 45¢@50¢@55¢ |
| Trace Wagon and Fancy Chains. | 60¢@80¢@10¢ |
| New list. | 60¢@80¢@10¢ |
| Hridgeport Trace chains. | 65¢ |
| State chains. | 65¢ |
| Heel chains. | 80¢ |
| COW TIES— | |
| American. | 45¢@50¢ |
| Nagara. | 45¢@50¢@10¢@15¢ |
| Covert Mfg. Co. | |
| Cotton. | 45¢ |
| Hemp. | 45¢ |
| Jute. | 45¢ |
| Sisal. | 55¢ |

Chain Guards

| | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

Carpet Stretchers

| | |
|---------------------------------|--------|
| Montross "Excelator," # doz. | \$6.00 |
| Bullard's. | 33½¢ |
| Case iron, steel points, # doz. | 30¢ |
| Sockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings. | 25.00 |
| " B, Japd. | 21.00 |
| " C, Nickel " | 22.00 |
| " D, Japd. " | 21.50 |
| " D, Japd. " | 19.50 |

Carpet and Rug Beaters

| | |
|-------------------------|---------------|
| No. 12, Wire, Tinned. | # Doz. \$9.50 |
| " 11, Wire, Coppered. | 1.10 12.00 |
| " 11, Wire, Tinned. | 1.20 13.50 |
| " 10, Wire, Galvanized. | 1.50 18.00 |

Cherry Stoners

| | |
|------------------------------|---------|
| Enterprise. | 25¢@30¢ |
| Goodell's Family, net # doz. | \$5.00 |
| Reilman's, net, # doz. | 6.00 |

Chisels

| | |
|-------------------------------|-------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 75¢@75¢@10¢ |
| L. & J. White. | 30¢@30¢@5¢ |
| C. E. Jennings & Co., No. 70. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 55¢@25¢@10¢ |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|------------------|
| W. & S. Butcher's. | \$4.75@5.00 to 2 |
| C. E. Jennings & Co. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 25¢@10¢ |
| Tanged Chisels. | 25¢@10¢ |
| Tanged Gouges. | 25¢@10¢ |
| Tanged Firmers. | 33½¢@10¢ |
| Tanged Gouges. | 33½¢@10¢ |
| L. & J. White. | 25¢@5¢ |

COLD CHISELS—

| | |
|---------------------|---------|
| Good quality, # lb. | 13¢@16¢ |
| Snell's best U. S. | 40¢@5¢ |
| Cronk's. | 50¢ |

Cleaners, Sidewalk

| | |
|------------------|--------|
| Challenge Shank. | # Doz. |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

| | |
|------------------------------|-------|
| HORSE— | |
| Chicago Flexible Shaft Co's. | Each. |

| | |
|-------------------------------|---------|
| Lightning Belt Clipping Mach. | \$15.00 |
| New '96, Chicago. | 8.75 |
| 100 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|--------------------------|---------|
| Snow Flake. | |
| One-pint cans, # doz. | \$ 8.00 |
| One-quart cans, # doz. | 4.80 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 65.00 |

Cocks, Brass

| | |
|---|-------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks. | 70¢@10¢@75¢ |

Coffee Mills

| | |
|---------------------|-------------|
| Box and Side. | 50¢@10¢@20¢ |
| Enterprise Mfg. Co. | 20¢@25¢ |
| Lane Bros. Co. | 30¢ |

Compasses, Dividers, &c

| | |
|--------------------------------|-------------|
| Athol Calipers and Dividers. | 40¢ |
| Bemis & Call's Co's. | 50¢ |
| Compasses. | 50¢ |
| Dividers. | 65¢ |
| Compasses, Calipers, Dividers. | 75¢@75¢@10¢ |

Coopers' Tools

| | |
|-------------------|-----------------|
| Barton's. | 20¢@20¢@5¢ |
| L. & J. White. | 20¢@20¢@5¢ |
| Sandusky Tool Co. | 25¢@10¢@80¢@10¢ |

Corkscrews

| | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 33½¢ |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, # doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|-------------------|
| Kretzinger Cut-Easy. | # Doz. net \$2.00 |
|----------------------|-------------------|

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 60¢ |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40¢@45¢ |
| Smith's. | 25¢ |
| Snell's. | 40¢ |
| Wheeler's Patent. | 50¢ |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 20¢ |
| Dixon's. | # Gro. |
| Eclipse. | 7 in., \$2.75; 9 in., \$4.25 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 5.00 |
| Solid. | 3.12 |
| Tailors, black, \$2.50; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|---------|
| Kohler's. | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's. | 25¢@10¢ |

Cutlery

| | |
|-------------------|-----|
| Foster's Pocket. | 30¢ |
| Carrier's Pocket. | 50¢ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|-------------|
| Walter B. Stevens & Son: | |
| Brass. | 40¢ |
| Embossed Gilt. | 30¢@10¢ |
| Leather. | 40¢ |
| Union Hd'wre Co., new list. | 50¢@50¢@10¢ |

Door Checks

| | |
|-------------------------------|---------|
| Bardale's. | 40¢@45¢ |
| Columbia. | 50¢@10¢ |
| Eclipse. | 60¢@10¢ |
| Home. | 50¢@10¢ |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|------|
| Empire. | 50¢ |
| Superior. | 33½¢ |

Door Springs

| | |
|-----------------------------------|-------------|
| Columbian Steel. | 30¢ |
| " Faultless. | 50¢ |
| Gem (Coll), list Oct. '96. | 25¢ |
| Pullman, Perfect. | 25¢ |
| Pullman Coll. | 25¢ |
| Star (Coll), list Oct. '96. | 30¢ |
| Torrey's Rod, 39 in., # doz. net. | \$1.10@1.25 |
| 48 in., # doz. | 8.50 |
| Victor, Coll. | 50¢@10¢@10¢ |
| Chicago Coll Springs. | 40¢@10¢ |
| Reliance Coll Springs. | 40¢@10¢ |

Drain Cleaners

| | |
|--------------------|--------|
| Iwan's Adjustable. | 55¢ |
| Iwan's Stationary. | 40¢@5¢ |

Drawer Pulls

| | |
|---------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75¢@10¢ |
| Sargent's list. | 80 |

Drawing Knives

| | |
|---------------------|-------------|
| Standard Makes. | 70¢@10¢@75¢ |
| Adjustable Handle. | 25¢@25¢@10¢ |
| Jennings & Griffin. | 60¢ |
| Watrous. | 16½¢@10¢ |
| L. & J. White. | 20¢@5¢@25¢ |

Drills and Drill Stocks

| | |
|---------------------------------------|------------|
| Automatic Boring Tools, Goodell's. | 40¢@5¢@10¢ |
| Blacksmith's. | 50¢ |
| Breast, Goodell's. | 25¢@30¢ |
| Breast, Miller's Falls, each \$3.00. | 15¢@10¢ |
| Stearns bench. | 30¢ |
| Hand, Goodell's. | 30¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 33½¢ |

TWIST DRILLS—

See Augers and Bits.

Egg Beaters

| | | |
|------------------------------|--------|--------|
| Holt-Lyon Co: | # Doz. | # Gro. |
| No. 1, Japanned, Dasher. | \$0.85 | \$0.50 |
| No. 2, Japanned, 6 doz. | \$6.00 | 1.15 |
| No. 1, Tinned. | 1.40 | 16.80 |
| No. 2, Japanned, hotel size. | 1.85 | 22.00 |
| No. 3, Japanned, Dasher. | | |
| flared. | 1.55 | 19.80 |
| No. 2, Tinned, hotel size. | 2.00 | 24.00 |

Escutcheons

| | |
|-------|-----|
| Wood. | 25¢ |
|-------|-----|

Farriers' Knives

| | |
|-------------------|---------------|
| 'Challenge'. | # Doz. \$3.00 |
| Pope's. | 3.00 |
| Wilkinson's, net. | 3.00 |
| Westenholm's. | 3.25 |

Faucets

| | |
|------------------------------------|-------------|
| Iron Petroleum. | 70¢@70¢@10¢ |
| John Sommer's "Peerless," Tin Key. | 40¢ |
| "Boss," Tin Key. | 50¢ |
| "Victor," Metal Key. | 50¢@10¢ |
| "Duplex," Metal Key. | 60¢ |
| "I. X. L." Cork Lined. | 50¢ |
| "Reliable," Cork Lined. | 50¢@10¢ |
| "O. K. P." Cork Lined. | 50¢ |
| "Chicago," Cork Lined. | 60¢ |
| "Perfection," Cedar. | 40¢ |
| "No Brand," Cedar. | 50¢ |

SELF MEASURING—

| | |
|-------------------|---------|
| Enterprise # doz. | \$36.00 |
| Lane's. | 40¢@10¢ |

Files

DOMESTIC—

| | |
|--------------------------|---------------------|
| New list, Nov. 1, 1899: | |
| American. | 75¢@10¢@75¢@10¢@10¢ |
| Arcade. | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith. | 75¢@10¢@75¢@10¢@10¢ |
| Dixson's. | 75¢ |
| Dixson's Superfine. | 50¢ |
| Eagle. | 75¢@10¢@75¢@10¢@10¢ |
| Great Western. | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot. | 75¢@10¢@75¢@10¢@10¢ |
| McClellan. | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson. | 70¢@10¢@75¢@10¢ |
| Nicholson's X. F. Files. | 40¢@40¢@10¢ |
| Royal. | 80¢@80¢@10¢ |

IMPORTED—

| | |
|---------|-----------------------|
| Stub's. | Stub's list, 30¢@33½¢ |
|---------|-----------------------|

Filters

| | |
|----------------------------|--------------|
| Acorn. | 50¢ |
| Fulper's Natural Stone. | \$3.50@11.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|-------------|
| Am. Fish Hook Co. list. | 60¢@80¢@10¢ |
| Kirby & Limerick, low list (50c. base). | 10¢ |

Fishing Tackle

| | |
|---------------------------------|---------|
| Bishop's. | # Doz. |
| Level Winding Jeweled Reel. | \$78.00 |
| Level Winding Steel Pivot Reel. | 65.00 |
| Auto Even Spooler. | 50.00 |
| Gun Cleaner. | 4.30 |
| Lightening Fish Scaler. | 3.00 |
| Fish Hook Shield. | 3.00 |

Fish Scales

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60¢@20¢ |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 5 6 |
| Net. | \$1.15 \$1.25 \$1.80 \$1.95 \$2.80 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20¢@25¢ |
|-------------|---------|

Fry Pans

| | |
|-----------------------------------|-----------------------------|
| Standard list. | 1 2 3 4 5 6 7 8 9 10 |
| No. | 1 2 3 4 5 6 7 8 9 10 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 9 10 |
| # doz. | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: Net # Gro. | \$8.10 |
| Size AA. | 8.70 |
| " A. | 9.20 |
| " C. | 9.30 |

Gauges

| | |
|---|---------|
| Bemis & Call's Steel. | 50¢ |
| Clapboard. | 25¢@10¢ |
| Dixson's Mortise. | 70¢ |
| Marking Mortise, etc. | 50¢ |
| Stanley's. | 35¢ |
| Starrett's Surface, Center and Scratch. | 25¢@10¢ |
| Wire, Morse. | 25¢ |
| Wire, P. S. & W., low list. | 30¢@5¢ |

Gimlets

| | |
|---------------------------|-------------|
| "Diamond" Gimlets, # gro. | \$4.00@4.25 |
| Double Cut. | 40¢@10¢@50¢ |
| Metal Head. | 50¢@10¢ |
| Wood Head. | 50¢ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|-------------|
| Le Pages Liquid. | 25¢@25¢@10¢ |
| Mystic. | 40¢ |
| Martins. | 40¢@10¢ |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|--------------------------------|-----------|
| Dixon's Pure Flake: | |
| 633—1 lb. cans. | 20¢ ea |
| 633—5 lb. screw top tin cans. | 85¢ ea |
| 634—10 lb. screw top tin cans. | \$1.50 ea |
| 644—25 lb. boxes. | 15¢ lb |
| 645—50 lb. boxes. | 14½¢ lb |
| 646—100 lb. kegs. | 14¢ lb |
| 647—850 lb. barrels. | 12¢ lb |

Grindstone Fixtures

| | |
|----------------------|-------------|
| Cronk's. | 50¢ |
| Forest City. | 30¢@30¢@10¢ |
| Sargent's Patent. | 60¢@10¢@10¢ |
| Stowell Extra Heavy. | 50¢@10¢@10¢ |
| Stowell Light. | 60¢@10¢ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafts

| | |
|------------------|--------|
| Brittons, # doz. | \$6.50 |
|------------------|--------|

Halters

| | |
|--------------------|---------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50¢ |
| Sisal Rope. | 80¢@10¢ |
| Web Halters. | 85¢@5¢ |

Hammers

HANDLED HAMMERS—

| | |
|------------------------------|---------------|
| Magnetic tack, Nos. 1, 2, 3. | \$1.25 \$1.50 |
| " 175. | 1.50 |
| Maydole's. | 33½¢@50¢@10¢ |
| Sargent's new list. | 40¢ |
| Fayette R. Plumb: | |
| Thumb, A. E. Nail. | 33½¢@7½¢ |
| Engines and B. S. Hand. | 50¢@12½¢ |
| Quaker City Hammer. | 40¢@10¢ |
| Riveting and Timbers. | 40¢@10¢ |

HEAVY HAMMERS & SLEDGES—

| | |
|---------------------|-------------|
| Under 3 lb 50c lb. | 50¢@5¢ |
| 3 to 5 lb 40c lb. | 50¢@5¢ |
| Over 5 lb 30c lb. | 80¢@10¢@5¢ |
| Wilkinson's Smiths. | 9½¢@10¢@11¢ |

Hammock Ropes

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute. | 40¢@5¢ |
| Sisal. | 20¢ |

Handles

WOOD—

| | |
|---|---------------|
| Anger, Pick, etc | 60 & 60 |
| Bills Mfg. Co.: | |
| Chisel | |
| Brad Awl | |
| File | 25 & 30 |
| Auger | |
| Soldering Iron | |
| Brad Awl, # gro. | \$1.75 @ \$3. |
| Chisel, Worcester, leather capped, # dor. | |
| net | \$1. |
| File, assorted, # gro. | \$1.40 @ \$3. |
| Firmer, Chisel, Apple, assorted, # gro. | |

SPRING HINGES—

| | |
|--|--------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&10% |
| Gem..... | 30&10% |
| Oxford..... | 30&10% |
| Acme, Steel..... | 35% |
| Brass..... | 25% |
| Niles Mfg. Co..... | 30&10% |
| Superior..... | 35% |
| Floor Hinges..... | 35% |

GATE HINGES—

| | |
|---------------------------------------|--------------|
| Clark's, Nos. 1, 2, 3..... | 50&10&40&10% |
| N. E., 7 doz., \$7.50..... | 60% |
| N. E. Reversible, 7 doz., \$5.50..... | 60% |
| N. Y. State, 7 doz., \$4.50..... | 60% |
| Western, 7 doz., \$4.50..... | 60% |

BLIND HINGES—

| | |
|---|-----------------|
| Parker..... | 70&10&70&10&10% |
| Sargent's, Nos. 1, 2, 3, 11, 13..... | 75% |
| W. B. Co's, No. 2 Mortise Gravity..... | 80% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.50 7 doz. sets..... | 50&10% |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&10% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Rever Break" Steel..... | 65&10% |
| Spiders, Griddles, &c..... | 60% |
| Maslin Kettles, &c..... | 60% |
| Porcelain..... | 50% |

STOVE HOLLOW WARE—

| | |
|--------------------------------|---------------|
| Blacklock: | |
| Ground..... | 55&40&10% |
| Plain or Upground..... | 60&65% |
| Country Ware 100 lbs. net..... | \$2.75&\$3.00 |
| Enamelled Ware..... | 50&55&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maslin Kettles..... | 70% |
| Tinned Rollers and Saucepans..... | 40% |
| Enamelled..... | 50% |

GLUE POTS—

| | |
|----------------|-----|
| Tinned..... | 35% |
| Enamelled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&10% |
| Wadsworth's..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|-----------------|
| Casting, Sargent's list..... | 50&10&20% |
| Chandler..... | 60&60&10% |
| Clothes Line, Sargent's list..... | 50&10&10% |
| Coat and Hat, Sargent's list..... | 60&65% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 50&50&10% |
| Lamp..... | 60&60&10% |
| Picture..... | 50&10% |
| Screw Hat..... | 60&10&70% |
| Wardrobe..... | 60&10&60&10&10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 7 doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Ceiling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|-----------|
| Belt..... | 30&10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35&10% |
| Grass, Wadsworth's..... | 60% |
| Cronk's, Grass, 7 doz..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60&10&10% |
| Hooks and Eyes, Mal. Iron..... | 70&10% |
| Cotton, box and hay..... | 60&10&10% |

Horse Clippers

See Clippers.

Horse Nails

| | |
|--|---------------------|
| Nos..... | 6 7 8 9 1 |
| A. C. | 25c 25c 25c 25c 25c |
| American, all sizes, net..... | 9&10% |
| Nos..... | 6 7 8 9 10 |
| Anchor and 12c. net for all sizes 5 to 10. | |
| New Haven: | |
| Nos..... | 6 7 8 9 10 |
| Assable..... | 25c 25c 25c 25c 25c |
| C. B. K..... | 25c 25c 25c 25c 25c |
| Capwell..... | 19c 19c 17c 16c 16c |
| Champlain..... | 25c 25c 25c 25c 25c |
| Clinton Fin..... | 19c 17c 16c 16c 14c |
| Essex..... | 25c 25c 25c 25c 25c |
| Lyra, all sizes, net..... | 9&10% |
| Livingston..... | 10&10% |
| Maud S..... | 25c 25c 25c 25c 25c |
| Neponset, Nos. 5 to 10, 7 lb..... | 13c |
| Northwestern..... | 25c 25c 25c 25c 25c |
| Pennam..... | 25c 25c 25c 25c 25c |
| New Putnam..... | 19c 19c 17c 16c 16c |
| Vulcan..... | 25c 25c 25c 25c 25c |
| Western..... | 25c 25c 25c 25c 25c |

Horse Shoes

| | |
|----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, 7 keg..... | \$4.00 |
| Steel, 7 keg..... | 7.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Sisal..... | 35% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 60% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40&10% |
| Reliable..... | 50&10% |
| Staple..... | 60&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 30&20% |
| Steam..... | 70% |

Ice Awns, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awns..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|--------------------------|--|
| See Freezers, Ice Cream. | |
|--------------------------|--|

Ice Shredders

| | |
|-----------------------------|------------------------------|
| Enterprise..... | No. 25, 7 doz. \$6.00 35&30% |
| No. 34, 7 doz. 15.00 25&30% | |

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

| | |
|------------------------|--------|
| Span brass, plain..... | 30&25% |
|------------------------|--------|

Knives

| | |
|----------------------------------|--------|
| Kimball's: | |
| Bread Knives, 7 doz. \$1.50..... | 30% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 7 doz..... | \$1.50 |
| Poster Bros., butcher, &c..... | 80% |
| Table and Pocket, see Cutlery. | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

Knife Sharpeners

| | |
|--|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones 7 doz..... | \$3.00 |
| Solid Stone Carving Knife Hones 7 doz..... | \$3.50 |
| Quick Edge Pocket Knife Hones 7 doz..... | \$3.00 |
| Motest Kitchen Sandstone 7 doz..... | \$1.50 |

Knobs

| | |
|--|---------------|
| Bardley's wood, door, shutter and base, rubber tip, 2 1/2 in. bead, 7 gro..... | \$1.15&\$1.25 |
| Door Mineral..... | 65&70% |
| Door Por. Jap'd..... | 70&75% |
| Door Por. Nickel..... | \$3.10&\$3.20 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|---------------|
| Cronk's barn door, net..... | 7 doz. \$2.00 |
| Lane's Barn Door..... | 40&10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&10&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Style M, S. C. K. T..... | 70&10% |
| Style A (all steel)..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Daisy, net, 7 doz..... | \$7.50 |
| Mytic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 35% |

Lemon Squeezers

| | |
|---|----------|
| Berger Bros., 7 doz., 8 in., \$1.00; 10 in., \$1.40 30% | |
| Hotchkiss, Straight Flush, 7 doz..... | \$3.50 |
| Little Giant..... | 50&50&5% |
| Porc. lined, Iron, 7 doz..... | \$1.75 |
| Porc. lined, Wood, 7 doz..... | \$1.25 |
| Wood, common, 7 doz., No. 0, \$5.25; No. 1, \$5.50; No. 2, \$5.75 | |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's.: | |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |

Lifters

See Transom Lifters.

Lines

| | |
|--|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 30 feet..... | 40&10% |
| Cotton Trot..... | 30% |
| Samson Cot., No. 4, \$2.50; 4 1/2, \$2.75..... | 30% |
| Silver Lake braided, 7 gro., No. 0, \$6.00; No. 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 30% |
| Wire Clothes: | |
| 1000 feet..... | 18 19 30 |
| 75 feet..... | \$2.25 \$3.00 \$1.75 |
| | 1.50 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, & C—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |
| CABINET— | |
| Eagle Lock Co..... | 35% |
| Corbin..... | 35% |
| Yale..... | 35% |

PADLOCKS—

| | |
|---|-----------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40% |
| Acme Sword Co..... | 40&45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egge bicycle..... | 40% |
| Wrought Iron..... | 75&10&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 25&10% |
| Eagle..... | 40% |

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

| | |
|---|-----------|
| Hickory..... | 45&45&50% |
| Lignumvite..... | 45&45&50% |
| Blue..... | |
| Carpenters, Tinnerns, Box, Carvers..... | 35% |

Maslin Kettles

See Hollow Ware.

Mattocks

| | |
|--------------------------------|-----------|
| Cronk's Garden, net 7 doz..... | \$4.00 |
| Regular Goods..... | 70&10&75% |

Meat and Food Cutters

| | |
|--------------------------------|-------------------------------|
| American..... | 80% |
| Nos..... | 2 3 4 5 |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, 7 doz..... | 30&10&40&10% |
| Nos..... | 1 2 3 4 |
| Each..... | \$14 \$17 \$19 \$30 |
| Enterprise..... | 25&25&7 1/2% |
| Nos..... | 10 12 20 22 32 |
| Each..... | \$2 \$3 \$3.75 \$5 \$4.50 \$6 |
| Little Giant..... | 40&50% |
| Nos..... | 305 \$10 \$12 \$20 \$22 |
| Each..... | \$35 \$45 \$44 \$73 \$69 |
| Woodruff's, 7 doz..... | 40&50% |
| Nos..... | 10 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Comic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mytic..... | 15c |
| F. O. B. New York or Chicago..... | |

Melting Ladles

| | |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40% |
| Sargent's..... | 60&40&10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30&10% |
| Seavey's, 7 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos..... | 30% |
| Nos. 50 and 60..... | 35% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

See Review of the Markets for Quotations.

Wire nails and brads, Papered Assn list.

July, 1899..... 35&35&10%

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|-------------------------------------|---------|
| "Gem," 1/2 gross lots, 7 gross..... | \$31.00 |
| less quantity, 7 dozen..... | 1.00 |

Nail Pullers

| | |
|--|-----------|
| Ajax, 5 lbs., 7 dozen, net..... | \$7.50 |
| Black Hawk, 7 dozen..... | 9.00 |
| Cyclops..... | 50&10&50% |
| Cronk's, 7 dozen, net..... | \$12.00 |
| Nos. 240 to 420..... | \$3.50 |
| Eureka, No. 75, 7 doz., net..... | \$3.00 |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$15.50..... | |
| No. 2, \$15.00..... | 30&25% |
| Lightning, 7 doz., \$15.00..... | 30% |
| Morris No. 1, list \$20.00..... | 50% |
| National, 7 doz., \$24.00..... | 10% |
| Pelican, 7 doz., \$ 9.00..... | 40&40&15% |
| Rollie Hardware Co., No. 1, \$18.00..... | 50&10% |

Nail Sets

| | |
|----------------------------------|-----------|
| Hunters, Cup Point, knurled..... | 7 Gro |
| Hunters, Cup Point, plain..... | 9.00 |
| Oregon..... | 4.00&7.50 |
| Round, assorted..... | 3.00&3.25 |
| Square..... | 4.00&4.25 |
| Snell's: | |
| Octagon, 7 gro..... | 55 |
| Corrugated..... | 65 |
| Knurled..... | 60&70% |

Nippers

| | |
|-------------------------|-----|
| Acme..... | 50% |
| Nettleton Mfg. Co.: | |
| Reversible Cutting..... | 40% |
| Smith's cutting..... | 50% |
| Todd's cutting..... | 50% |

Nut Crackers

| | |
|----------------------------------|-------|
| Acme, Japanned, \$30.00..... | 7 Gro |
| Acme, Nickel Plated, \$3.00..... | 20% |

IRON PLANES—

| | |
|-----------------------------|-----------|
| C. E. Jennings & Co., Iron. | 50&10% |
| Sargent's | 60&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 40% |
| Miscellaneous | 35% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 80% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 15&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 30&5&35% |

Pliers

| | |
|--------------------------|-----------|
| Button | 75&10&75% |
| Cronk & Carrier | |
| Pliers | |
| No. 1 | 60&10% |
| " 20, net | 75&10% |
| " 40 | 80% |
| " 50 | 75&10% |
| " 60 | 40&10% |
| " 70 | 50% |
| " 80 | 50&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers | 65&5% |
| Smith's Side Cutting | 25% |

Ploew Bolts

See Bolts.

Plumb Bobs

| | |
|--------------------|-------|
| Kenfel & Esser Co. | 35&5% |
|--------------------|-------|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davis' | |
| Inclinometers | 30% |
| Iron Levels | 25&10% |
| Diamond's | 70% |
| Machinists' | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Poachers

See Egg Poachers.

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|--|--------|
| Prestoline Liquid, new list. | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 3 oz boxes, 1/2 doz. | \$.50 |
| " gross | 4.50 |
| " pound boxes, 1/2 dozen | 2.25 |
| " 1 pound boxes, 1/2 dozen | 1.25 |
| U. S. Liquid, 8 oz cans, 1/2 dozen | 12.00 |
| Barkeeper's Friend Metal Polish | 1.75 |
| " dozen | 18.00 |
| " gross | |

Polish Stove

| | |
|---|------|
| Black Eagle benzine paste, 5 lb cans, 1/2 lb. | 10c |
| Black Eagle, liquid, 10 oz. cans, 1/2 doz. | 75c |
| Black Jack paste, 1/2 lb cans, 1/2 gross | 9.00 |
| Black Kid paste, 5 lb can, each | 1.25 |
| Lad's Black Beauty, 1/2 gross, 10.00. | 50c |
| Joseph Dixon's, 1/2 gross, \$5.75. | 10c |
| Dixon's Plumbago, 1/2 lb. | 8c |
| Finegrade, 1/2 gross. | 2.50 |
| Gem, 1/2 gross, \$4.50. | 3.50 |
| Japanese, 1/2 gross. | 3.50 |
| 1st black, per box, 1/2 doz. | 1.50 |
| Peerless Iron enamel, 10 oz. cans 1/2 doz | 70c |
| Wynn's | 1.00 |
| Black silk, 5 lb. pall, each | 75c |
| Black silk, 1/2 lb. box, 1/2 doz. | 75c |
| Black silk, 5 oz box, 1/2 doz. | 1.00 |
| Black silk, 1/2 pint liquid, 1/2 doz. | 1.50 |

Poppers, Corn

| | | |
|-----------|---------|---------|
| Square. | 1/2 Doz | 1/2 Gro |
| 1 qt. | | \$ 9.00 |
| 1 1/2 qt. | | 11.00 |
| 2 qt. | | 13.50 |

Post Hole Diggers

| | |
|-----------------------------------|-----------------------|
| Avery's | 60% |
| Diamond's Samson Digger, 1/2 doz. | 25% |
| Kohler's | |
| Little Giant | 1/2 doz., net \$12.00 |
| Hercules | 9.50 |
| Invincible | 9.00 |
| Pioneer | 7.20 |
| Universal | 6.00 |
| New Champion | 5.00 |
| Rival | 5.00 |
| Ryan's | 1/2 doz., \$20.00 |
| Iwan's | 1/2 doz. |
| Split handle | net \$6.75&7.00 |
| Perfection | 7.25&7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | 1/2 doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|----------|
| Hoe Down Hooks | 75&10&2% |
| Hop Hooks | 80&10&2% |
| Potato Hooks | 70 |

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

| | |
|---|---------|
| Cronk's Pruning Shears, all styles. | 35&5 |
| Diamond's Combined Pruning Hook and Saw, 1/2 doz. | \$18.00 |
| Diamond's Pruning Hook, 1/2 doz. | \$12.00 |
| Smith's | |
| Pruning Shears | 60&10% |
| Rockdale Pruners | 35&5 |
| Standard Tree Pruners | 60% |
| E. S. Lee & Co's Pruning Tools | 75% |
| P. S. & W. Co's Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| Awning | 80&20&10% |
| Axle | 50&10&60% |
| Brass screw | 45&10% |
| Codling | 50&10&60% |
| Clothes line, Japanned | 80% |
| Common Sides | 80% |
| Dumb Water | 80&60&5% |
| Empire Bath Pulley | 80% |

| | |
|---------------------------------------|-----------------|
| For all steel | 5% |
| Grand Rapids, all steel | 50 |
| Hay Fork, swivel eye, 1/2 doz., 4 in. | \$3.75; |
| 6 in. | \$5.00 |
| Hay Fork, Hartz, 1/2 in., 1/2 doz. | \$6.00 |
| Hay Fork, 5 in., solid | \$5.70 |
| Hot House | 50&10&50&10&10% |
| Stowell's Anti-Friction, 5 in. wheel | 40% |
| 1/2 doz., \$12.00 | |
| Slide, Anti-Friction | 80% |
| Shade rack | 45% |
| Upright | 50&10&50&10&10% |

Pumps

| | |
|---|-----------|
| Cistern, best grades | 60&20&10% |
| Fitcher Spout, best grades | 75&20% |
| Power Pumps, Myers | 50% |
| Spray Pumps, Myers | 50&10% |
| Spray Pumps, Kohler's | |
| Daisy, net 1/2 doz. | \$ 7.50 |
| Mechanical, net 1/2 doz. | 7.50 |
| F. E. Myers & Bro. low list | |
| No. 6, Fig. 323, 8 in. Shallow Well Pump | 15.00 |
| No. 8, Fig. 323, 3 1/2 in. Shallow Well Pump | 15.00 |
| No. 5, Fig. 307, 8 in. Deep Well Pump | 15.00 |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well Pump | 17.00 |
| No. 14, Fig. 321, 3 in. Deep or Shallow Well Pump | 15.00 |
| No. 32, Fig. 323, 8 in. Deep Well Pump | 17.00 |
| No. 55, Fig. 331, 3 in. Shallow Well Pump | 14.00 |
| No. 59, Fig. 323, 3 1/2 in. Shallow Well Pump | 17.00 |
| No. 70, Fig. 333, 2 1/2 in. Deep Well Pump | 15.00 |
| No. 73, Fig. 333, 3 in. Deep Well Pump | 15.00 |
| No. 102, Fig. 448, 3 in. Lift Pump | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 11.00 |
| No. 123, Fig. 510, 3 in. Lift Pump | 7.00 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | 8.50 |
| No. 225, Fig. 389, Windmill Pump | 12.50 |
| No. 235, Fig. 408, Windmill Pump | 16.00 |
| No. 240, Fig. 408, Regulator Pump | 28.00 |
| No. 302, Fig. 477, Spray Pump, complete | 11.50 |
| No. 330, Fig. 547, Knapsack Spray Pump | 10.00 |
| Discount 50% f. o. b. Ashland | |
| No. 268, Fig. 518, Low Down Tank Force Pump, net | 5.00 |
| No. 320, Fig. 492, Bucket Spray Pump, net | 2.00 |

Punches

| | |
|--------------------------|--------|
| Bemis & Call Co's: | |
| Cast Steel Drive | 50% |
| Morrill's | 50% |
| Niagara Hollow | 45% |
| Niagara Solid | 55% |
| Saddlers' or Drive, good | 80&65% |
| Snells' Tinner's | 40&5% |

Rail

| | |
|--|------------------|
| Barn Door, Light, Inches | 1/2 1/2 1/2 |
| " 100 feet | \$1.40 1.35 2.20 |
| Barn Door, "None Better" No. 1, 1/2 ft. | 35c |
| Barn Door, "None Better" No. 2, 1/2 ft. | 40c |
| B. D. D. for E. Hangers | |
| Angular, 1/2 ft., 6c | 70c |
| Double Flange, 1/2 ft., 8c | 70c |
| Cronk's | 70c |
| O. N. T. style, No. 18 | 2 1/2 c |
| Double braced, No. 10 | 3 1/2 c |
| Lang's | |
| O. N. T. 1 in., 1/2 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 3.00 |
| O. N. T. 1 1/2 in., net | 4.00 |
| Hinge Hanger, 1 in., 1/2 100 ft. | 3.50 |
| " 1 1/2 | 3.95 |
| Stowell's Wrought steel | 25c |
| Sliding Door, Bronzed Wrought Iron, 1/2 ft. | 6 1/2 c |
| Sliding Door, Steel, Brass Plated, 1/2 ft. 5 1/2 c | |
| Sliding Door, Wrought brass, 1 1/2 in 1/2 lb. | 8c |
| Victor Track Rail, 7c ft. | 80&10&2 1/2 % |

Rakes, Etc

| | |
|----------------------|------------------------|
| Cronk's | |
| Malleable | 70&10% |
| New Champion | \$2.75, 4.00, 4.25 net |
| Victor | \$5.00, 5.25, 5.50 net |
| Anti-Clog Lawn | \$4.00 net |
| Never Break Garden | 75&10% |
| Queen City Lawn | 40c |
| Kohler's | Net |
| Lawn Queen, 20 | \$9.15 |
| " 24 | 8.25 |
| Jumbo Lawn, 36 | 5.4c |
| Paragon (wood head) | 2.50 |
| Steel (garden, 10th) | 2.00 |
| " 12th | 2.10 |
| " 14th | 2.25 |
| " 16th | 2.40 |

Rasps, Horse

| | |
|--------------------------|-------------|
| Diamond's | 75% |
| New Nicholson Horse Rasp | 70&10&75&5% |
| See also Files. | |

Razors

| | |
|------------------------------------|----------|
| Electric | List Net |
| Boracic | 60% |
| Fox | 60% |
| J. R. Torrey Razor Co. | 20% |
| Wostenholm & Butcher, \$10.00 to 2 | 10% |

Razor Hones

| | |
|-------------------------------------|-------------|
| Pike Mfg. Co. | |
| Belgian German and Swaty, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

| | |
|--|-----------|
| HOT AIR— | |
| New list, July 1, 1906: | |
| Black Japanned, White Japanned, Bronzed Finishes, Electro-Plated and Nickel Plated | 70&70&10% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwan's Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|------------------------------------|--------|
| Bishops: | |
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—

| | |
|-----------------|----------|
| Belt with Burrs | 45&45&5% |
| Hose with Burrs | 45&45&5% |

IRON OR STEEL—

| | |
|-------------------------|----------|
| New list, Jan. 8, 1904. | |
| Miscellaneous | 75&75&5% |
| | 75&75&5% |

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | |
|-----------|--------------------------|
| Cronk's | |
| No. | 50 55 58 60 65 |
| 1/2 Dozen | .30c .50c .75c .75c .75c |

Rope

| | |
|-------------------------|--------|
| Cotton Rope | 1/2 lb |
| Best 1/2 in. and larger | 15c |
| Medium | 14c |
| 1/2 in. and larger | 10c |
| Common | 10c |

Jute Rope

| | |
|---------|----|
| A grade | 8c |
| C grade | 9c |

Manilla Rope

| | |
|---------------------|-----|
| 7-16 in. and larger | 15c |
| 1/2 in. | 15c |
| 1/2 and 5-16 | 15c |

Sisal Rope

| | |
|---------------------|-----|
| 7-16 in. and larger | 10c |
| 1/2 in. | 10c |
| 1/2 and 5-16 in. | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|-------------|-----------------|
| Athol Steel | 35&5 |
| Boxwood | 60&10&60&10&10% |
| Ivory | 35&10&35&10&10% |

Kenfel & Esser Co.

| | |
|---------------|--------|
| Folding, wood | 35&10% |
| steel | 35&10% |

Larkin's

| | |
|--------------------------|--------|
| steel | 50&10% |
| Lumber | 60% |
| Miscellaneous, Stanley's | 60% |

Sad Irons

DOVER ASBESTOS—

| | |
|---|---------|
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Sleeve | 50% |
| Tourist | 50% |
| Toy | 50% |
| Blacklock: | |
| Platin black in cases, 1/2 100 lbs. | \$2.75 |
| Bronze finish in cases, 1/2 100 lbs. | 3.15 |
| Aluminum finish, in cases, 1/2 100 lbs. | 2.95 |
| Full nickel, in cases, 1/2 100 lbs. | 3.75 |
| COLD HANDLED— | |
| Enterprise Mfg. Co. of Pa. | 20&5&5% |

Safety Fuse

See Fuse.

Safety Lifts

| | |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70&10&10% |
|----------------------|-----------|

Saf and Emery Paper and Cloth

Baeder, Adamson & Co's. list:

| | |
|-----------------------|-----------|
| Emery cloth | 50&10&60% |
| Garnet paper | 25% |
| Flint and emery paper | 50&10&60% |

Sash Balances

| | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pullman | 50&10&60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|---------------------|-----------|
| Competition | 50&10% |
| Giant | 40% |
| Monarch B. C. Co. | 70% |
| Pullman bronze | 70% |
| Pullman cop steel | 70&10&10% |
| Royal meta | 65&5% |
| Steel B. C. Co. | 70&10% |
| Steel, copperplated | 70% |
| Victor bronze | 70% |
| Victor steel | 75% |

Sash Cord & Weight Fastener

| | |
|------|-----|
| Ives | 40% |
|------|-----|

Sash Cord

| | |
|----------------------------|--------------|
| Cable Laid Italian, 1/2 lb | 10&10c |
| Cable Laid Russia, 1/2 lb | 15c |
| Common India, 1/2 lb | 10&10c |
| Patent Russia, 1/2 lb | 15c |
| Patent India, 1/2 lb | 12 1/2 & 13c |

Silver Lake:

| | |
|---------------------------|-----|
| A Quality, drab, 1/2 lb. | 40c |
| A Quality, white, 1/2 lb. | 35c |
| B Quality, drab, 1/2 lb. | 35c |
| B Quality, white, 1/2 lb. | 30c |

Sash Fasteners

| | |
|--------------------------|------|
| Imperial | 35&5 |
| Sash rollers | 70% |
| Ives cement fasteners | 40% |
| Champion | 50% |
| Monitor, steel | 25% |
| Shutter sheaves | 60% |
| Window screen sash lifts | 65% |

Sash Locks

| | |
|-----------------------------|----|
| Sash Cord & Weight Fastener | |
| Ives | 40 |

BENCH, HAND, ETC.—

| | |
|---|---------------|
| Bench, iron, 7 doz. 1 in., \$2.50, \$2.75 | |
| 1 1/2, \$3.00, \$3.25; 1 3/4, \$3.50, \$3.75 | |
| Bench, wood, bench | 30c, 30c, 35c |
| Hand, wood | 30c, 30c, 35c |
| Jack Screws, Miller's Falls, roller bearing | 50c, 10c |
| Jack Screws, Miller's Falls, without roller bearing | 40c, 10c, 10c |
| Jack Screws, P. N. & W. | 50c, 50c, 55c |
| Jack Screws, Sargent's | 70c, 10c |

Scroll Saws

| | |
|---------------------------|----------|
| Crickets | 10c, 10c |
| C. E. Jennings & Co. | 25c |
| Lester, complete, \$10.00 | 15c, 10c |
| Rogers, complete, \$4.00 | 15c, 10c |

Scythes

| | |
|---|------------|
| Cronk's | Doz \$9.00 |
| Wadsworth's | |
| Natural Flint, grass; Polished Blade, grass; Painted or Bronzed, grass; Clipper, Grain; Weed and Bush | 40c |

Scythe Rifles

| | |
|-------------------------|-----|
| 4-Coat, 7 gro., \$10.00 | 40c |
| 4-Coat, 7 gro., \$12.00 | |

Scythe Stones

| | |
|-----------------------------|------------|
| Pike's Selling Assortments: | |
| Assortment "A" | \$4.75 net |
| "B" | \$3.75 net |
| No. 1, Indian Pond | \$7.00 |
| No. 2, " | 4.50 |
| White Mountain | 9.00 |
| Black Diamond | 12.00 |
| Lamolle | 11.00 |
| Green Mountain | 6.00 |
| Leader Red End | 4.50 |
| Willoughby Lake | 9.00 |
| Extra Quinnebog | 7.00 |
| Pike's Corundum | 18.00 |
| " Quick Cut Emery | 10.00 |

Seeders

| | |
|--------------------|----------|
| Raisin, Enterprise | 25c, 30c |
|--------------------|----------|

Shears

| | |
|--|-------------------------|
| Acme (cast) | 40c, 40c, 55c |
| Acme, Steel Japanned | 80c, 20c |
| Acme, Steel Nickel | 70c, 20c |
| Barnard Lamp Trimmers | 40c |
| Carrier Cutlery Co.: | |
| N. P. Straight Trimmers | 65c, 4c |
| N. P. Bent Trimmers | 65c, 4c |
| Japanned Straight | 70c, 10c |
| Japanned Bent | 70c, 10c |
| Cronk's | |
| Nickel Plated | 70c, 10c |
| Japanned | 70c, 10c |
| Heinrich's | |
| Straight Trimmers, etc. | 60c, 10c, 60c, 10c, 10c |
| Tailors' Shears | 40c |
| Tinners' Snips | 40c |
| Pruning, See Pruning Hooks and Shears. | |
| Seymour's Standard List: | |
| Japanned | 70c |
| Nickel | 60c |
| Standard Cutlery Co.: | |
| Japanned | 70c, 10c |
| Nickel | 60c, 10c |
| Star Brand: | |
| Nickel Scissors | 60c |
| Nickel Shears | 60c |
| Japan Shears | 60c |
| Tailors' Shears | 50c |
| Pruners | 75c |
| Tinners' Snips | 40c |

Shears, Hedge

| | |
|----------------------|-----|
| Wm. Wilkinson & Sons | 50c |
|----------------------|-----|

Sheaves

| | |
|-------------------------|-------------------------|
| Corbin's list | 60c, 10c, 25c |
| Hatfield's Pattern | 70c, 10c, 30c |
| Stowell's Anti-Friction | 50c |
| Patent Roller | 60c, 10c, 60c, 10c, 55c |

SLIDING SHUTTER—

| | |
|----------------|-----|
| Sargent's list | 70c |
|----------------|-----|

Shells

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Ship Tools

| | |
|------------------|-----|
| L. & I. J. White | 25c |
|------------------|-----|

Shot

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Shovels and Spades

| | |
|---------------------------|------------|
| Association List, Nov. 15 | 40c |
| F. E. Kohler Co. | net prices |
| Avery Stamping Co. | 40c |

Shutter Bars

| | |
|-------|-----|
| Ives' | 45c |
|-------|-----|

Shutter Bolts

| | |
|---------------------|--|
| See Bolts, Shutter. | |
|---------------------|--|

Skate Sharpeners

| | |
|--------|---------------------------------|
| Eureka | 7 doz., \$1.75; 7 gro., \$18.00 |
|--------|---------------------------------|

Slaters' Tools

| | |
|--------|-----|
| Plumbe | 30c |
|--------|-----|

Saw and Kraut Cutters

| | |
|--|------------------|
| Diston's | |
| Saw, vegetable, corn grater, turnip shredder | 40c |
| Kraut cutters, 24x7, 26x8, 30x3 | 55c |
| Kraut cutters, 36x12, 40x15 | 40c |
| Tucker & Dorsey: | |
| 1 knife, 7 gro. | \$15.00, \$20.00 |
| 2 knives, 7 gro. | \$22.50, \$30.00 |
| Kraut cutters | 40c |
| Woodrough & McFarlin | 40c |

Sledges and Heavy Hammers

| | |
|--------------|--|
| See Hammers. | |
|--------------|--|

Slicers

| | |
|-----------------------|-----|
| Vegetable, Enterprise | 25c |
|-----------------------|-----|

Smiths' Bellows

| | |
|--------------|--|
| See Bellows. | |
|--------------|--|

Snaps, Harness, &c

| | |
|----------------------------------|---------------|
| German, new list | 40c, 40c, 10c |
| Sargent's | |
| Patent Guarded | 65c, 4c |
| Covered Spring | 60c, 55c |
| Cover Mfg. Co.: | |
| Cover Breast strap, bike snaps | 40c |
| Yankee Breast strap, bike snaps | 30c, 25c |
| Breast strap protector | 45c |
| Double for bike or trace carrier | 45c |

| | |
|------------------|----------|
| Trojan snaps | 45c |
| High grade snaps | 55c |
| Jockey snaps | 35c |
| Derby snaps | 30c, 25c |
| Rope snaps | 40c |
| Yankee snaps | 30c, 25c |

Scythe Snaths

| | |
|--------------------|--------------|
| National Snath Co. | 45c, 50c |
| Grain cradles | 40c, 12c, 4c |

Spoke Shaves

| | |
|--------------------------------|----------|
| Balley's (Stanley R. & L. Co.) | 50c, 10c |
| Razor Edge | 35c |
| Iron, 7 doz. | 50c, 10c |
| Miller's Falls | 15c, 10c |
| Seymour Smith & Sons, Iron | 30c |
| Wm. Johnson's | |
| Wood, best | 80c |
| Wood, second quality | 35c |

Spoons and Forks

| | |
|-------------------|-----|
| Atlas Spoons: | |
| Tee, 7 gro. net | 45c |
| Table, 7 gro. net | 50c |

Boardman's

| | |
|------------------------------|----------|
| Nickel silver, catalogue "D" | net list |
|------------------------------|----------|

SILVER PLATED FLAT WARE

| | |
|----------------------------------|--------------------|
| L. Boardman & Son, catalogue "D" | net list |
| International Silver Co. | |
| "1847" | 40c, 10c |
| "Anchor" | 80c |
| "Eagle" | 50c, 10c |
| "Star" | 50c, 10c |
| Rogers, Smith & Co. | 50c, 10c |
| Rogers & Hamilton | 40c, 10c |
| Holmes & Edwards | 50c, 10c, 10c, 10c |
| German silver, unplated | 60c, 80c, 55c |

KNIVES AND FORKS, NO. 12—

| | |
|---------------------|-----------------|
| "1847" | Doz. Net \$3.50 |
| "Anchor" | 5.25 |
| "Eagle" | 5.25 |
| "Star" | 5.25 |
| Rogers, Smith & Co. | 5.25 |
| Rogers & Hamilton | 5.25 |
| Holmes & Edwards | 5.25 |

Springs

| | |
|-------------------|--|
| See Door Springs. | |
|-------------------|--|

Spring Balances

| | |
|---------------|--|
| See Balances. | |
|---------------|--|

Spring Hinges

| | |
|-------------|--|
| See Hinges. | |
|-------------|--|

Squares

| | |
|--|--------------------|
| Diston's Try square & T bevels, new list | 70c |
| Try square and T bevel | 60c, 10c, 55c, 70c |
| Winterbottom's Try and Mitre: | |
| Iron Handle | 40c |
| Wood Handle | 50c |
| Nickel-plated, new list, Jan. 5, '00 | 75c, 10c, 80c |
| Steel and Iron | 75c, 10c, 80c |

Staples

| | |
|--|----------------|
| Barbed blind, 1/2, 3/4, & 1 in., 1 lb. | 6c, 5c, 4c |
| Poultry Netting | 3 1/2c, 4 1/2c |

FENCE—

| | |
|--|--|
| Same price as Barb Wire, see trade report. | |
|--|--|

Stay Rollers

| | |
|-----------------------------|--------|
| Cronk's, No. 50, net 7 doz. | \$1.00 |
| " " " " " " | 84c |
| " " " " " " | 84c |
| " " " " " " | 84c |
| " " " " " " | 80c |
| Lane's, Nos. 1, 2 and 3 | 40c |

Steels

| | |
|----------------------|-----|
| Chastillon's "Dicks" | 30c |
|----------------------|-----|

Stocks and Dies

| | |
|---------------|----------|
| BICYCLE— | |
| Holroyd & Co. | 40c, 10c |

BLACKSMITH'S—

| | |
|---------------------------------|---------------|
| Butterfield's | 35c, 40c |
| Gardner | 35c, 10c |
| Holroyd & Co. | 50c, 10c, 55c |
| Holroyd's Rd. Adj. screw plates | 25c |
| Reece's new screw plates | 25c |
| Lightning screw plate | 25c |

PIPE MAKERS—

| | |
|---------------|--------------------|
| Holroyd & Co. | 80c, 10c, 80c, 10c |
|---------------|--------------------|

Stones

| | |
|----------------|--|
| See Oilstones. | |
|----------------|--|

Stops

| | |
|------------------|--|
| See Bench Stops. | |
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Store Door Handles

| | |
|--------------|--|
| See Handles. | |
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Store Ladders

| | |
|------------------|-----|
| Lane's | 10c |
| Myers' Noiseless | 50c |

Stove Bolts

| | |
|------------|--|
| See Bolts. | |
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Stove Polish

| | |
|--------------------|--|
| See Polish, Stove. | |
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Sweepers

| | |
|----------------------|--|
| See Carpet Sweepers. | |
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Swing Chairs, Steel

| | |
|-------------------------|--|
| Haggard & Marcussen Co. | |
| "Comfort" per doz. | |

Tackle Blocks

| | |
|-------------|--|
| See Blocks. | |
|-------------|--|

Tacks, Finishing Nails, &c

| | |
|--|-------------------|
| New List, May 1, 1905. | |
| American Carpet Tacks | 90c, 27 1/2c, 10c |
| American Cut Tacks | 90c, 27 1/2c, 10c |
| Swedes Cut Tacks | 90c, 27 1/2c, 10c |
| Swedes Upholsterers' | 90c, 50c, 10c |
| Gimp Tacks | 90c, 50c, 10c |
| Trimmers' Tacks | 90c, 50c, 10c |
| Looking Glass Tacks | 60c, 25c |
| Bill Posters' & Railroad Tacks | 90c, 50c, 10c |
| Hungarian Nails | 85c |
| Finishing Nails | 70c, 10c |
| Trunk and Client Nails | 80c, 10c |
| NOTE.—The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights. | |

MISCELLANEOUS—

| | |
|-------------------------|---------------|
| Double Point, in dozens | 80c, 25c |
| Shade, in dozens | 80c, 10c, 10c |
| Shade, in bulk | 80c |

Tack Pullers

| | |
|------------------------------|--------|
| Columbia, No. 1, 7 doz., net | \$5.00 |
| " " " " " " | 1.00 |
| Little Jack, 7 doz., net | 1.00 |

Tapes, Measuring

| | |
|-----------------------------|-------------------|
| Eddy's: | |
| American Asses' skin | 40c, 10c, 50c |
| Leather Case | 25c, 25c, 10c |
| Star steel | 40c, 40c, 10c |
| Steel | 30c, 5c, 35c |
| Chestermans | 25c, 25c, 5c |
| Keuffel & Esser Co.: | |
| "Favorite" 1/2 in. skin | 40c, 10c, 50c |
| "Favorite" Duck & Leather | 25c, 5c, 25c, 10c |
| Metallic steel, lower list | 55c, 35c, 5c |
| Pocket | 35c, 35c, 5c |
| Lufkin's steel and metallic | 30c, 35c, 15c |

Tap Borers

| | |
|------------------|--|
| See Borers, Tap. | |
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Tap

| | |
|------------------------|---------------|
| American Screw Co.: | |
| Machine screw | 70c |
| Holroyd & Co.: | |
| Blacksmiths | 60c, 10c |
| Machine screw | 75c, 10c, 80c |
| Machinists' Hand: | |
| 1-16 to 1 1/2 in. inc. | 65c, 10c |
| 1-8 to 2 in. inc. | 50c, 10c, 55c |
| 2 1/2 to 3 in. inc. | 55c, 10c |
| 3 1/2 to 4 in. inc. | 30c |
| Pipe, 1/2 to 1 1/2 in. | 80c, 20c |
| Pipe, 2 to 3 in. | 80c, 15c |
| Pipe, 3 1/2 and 4 in. | 60c, 15c |

Tap Wrench

| | |
|-------------------------|-----|
| Rollis Hdw. Co., \$6.00 | 50c |
|-------------------------|-----|

Thumb Latches

| | |
|--------------|--|
| See Handles. | |
|--------------|--|

Ties, Wall and Veneer

| | |
|---------------------------------|----------|
| The Metal Stamping Co., Niagara | 30c, 10c |
|---------------------------------|----------|

Tinware

| | |
|------------------------------|------------|
| Stamped, Japanned and Plated | net prices |
|------------------------------|------------|

Tire Bolts

| | |
|------------|--|
| See Bolts. | |
|------------|--|

Tobacco Cutters

| | |
|------------------------|----------|
| National Specialty Co. | 40c |
| Enterprise Mfg. Co. | 25c, 30c |

Toilet Clippers

| | |
|---------------|--|
| See Clippers. | |
|---------------|--|

Trace Holders

| | |
|-------------------------|------------|
| Fernald's, 7 doz. pairs | net \$1.25 |
|-------------------------|------------|

Trammel Points

| | |
|--------------------------------|----------|
| C. E. Jennings & Co., "Eureka" | 25c |
| Diston's | 40c, 10c |
| Stanley's | 45c |

Transom Lifters

| | |
|--|---------------|
| Payson's solid grip, Nos. 648 and 644, | |
| 7 doz., net | \$28.00 |
| Payson's | |
| Balance, Iron list | 70c, 10c, 10c |

Traps

| | |
|---------|---------------------------------|
| FLY— | |
| Balloon | 7 doz., \$1.25; 7 gro., \$12.00 |
| Globe | 1.25; " " 12.00 |
| Harper | 1.40; " " 12.50 |

GAME—

| | |
|-----------------|-------------------------|
| Enterprise Mole | 15c, 10c |
| Hawley & Norton | 65c |
| Newhouse | 45c, 45c, 55c |
| Victor | 70c, 10c, 70c, 10c, 55c |

MOUSE AND RAT—

| | |
|---|----------------------|
| Hotchkiss: | |
| Metallic Mouse | 50c |
| Improved Rat | 50c |
| New Rat | 50c |
| Mouse, round wire, 7 doz., \$1.00 | 10c |
| Mouse, wood, choker, 7 doz. holes | 9c |
| Marty French rat & mouse traps (Genuine): | |
| No. 1, Rat, 7 doz. | \$18.25 |
| No. 2, Rat, 7 doz., \$5.50; case of 50 | 5.75 |
| No. 3, Rat, 7 doz., \$5.25; case of 72 | 4.70 |
| No. 4, Mouse, 7 doz., \$3.85; " " 150 | 3.00 |
| No. 5, " " " " " " | \$2.00; " " 150 2.25 |
| Smith & Egge Mfg. Co.: | |
| Superior Rat Trap | 7 doz \$18.00 |
| Yankee Mouse Trap | 50c |
| Yankee Rat Trap | 11.00 |

Trousers Hangers

| | | |
|--------------|-------|------|
| Harper | 1.40, | 18.5 |
| GAME— | | |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural Implements

Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

"Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits

John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

Automobiles

J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Awnings

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes

National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease

Frazer Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil

Frazer Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal

Magnolia Metal Co., New York

Balances, Sash (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet Forks

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

Bells and Gongs

John H. Graham & Co., New York

Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Punches

Sattley Stacker Co., Indianapolis, Ind.

Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries

Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Blocks, Tackle

Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners

Cary Mfg. Co., New York

Box Hasps and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Braces, Carpenters

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets

E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

Builders' Hardware

Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales

John Chatillon & Sons, New York

Butchers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Medicine

Udell Works, Indianapolis, Ind.

Calipers

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers

John H. Graham & Co., New York

Carpenters' Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Casters

Faultless Caster Co., Nebraska City, Neb.

Casters (Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist

Jos. F. McCoy Co., New York.

Chain Pump Buckets

Henry C. Freshour, Bridgeport, Conn.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter

Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet

E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)

Pullman Mfg. Co., Rochester, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Conductor Pipe

Am'can Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Copper Ware

Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfelt Detectors

Pelouze Scale & Mfg. Co., Chicago

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Becker, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery

Davies Automatic Shear Co., New York.

Cutlery, Pocket

John Chatillon & Sons Co., New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers

Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks

Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles

Alfred Field & Co., New York

Door Holders

Caldwell Mfg. Co., Rochester, N. Y.
Fullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs

Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls

Champion Safety Lock Co., Geneva, O.

Drawing Instruments

Kenell & Esser Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Ath

- Ears, Knobs and Handles**
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co. Buffalo, N. Y.
- Egg Beaters (Dover)**
Holt Lyon Co., Tarrytown, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago
- Export Agents**
John H. Graham & Co., New York
- Fans (Ventilating, Ceiling)**
D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**
New Jersey Wire Cloth Co., Trenton
and New York
- Farming Tools**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Fences (Stel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
- Fire Arms**
Alfred Field & Co. New York
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Fire Pots**
Clayton & Lambert Mfg. Co., Detroit,
Mich.
- Fishing Tackle**
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**
American Tube and Stamping Co.,
Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
John H. Graham & Co. New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Lid**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Galvanized Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Garbage Cans**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago
- Grade Finders**
American Combined Level & Grade
Finder Co., Railroad, Pa.
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Gummers, Saw**
Henry Dighton & Sons., Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven,
Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls,
New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Tullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Frazer Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Frazer Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Hasps and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoist (Chain)**
Jos. F. McCoy Co., New York.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Household Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Hoof Oil**
Frazer Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**
Capwell Horse Nail Co., Hartford, Conn
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.
- Holders, Pillow Sham and Dust
Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Ice Balances**
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Ironing Boards**
Tyrone Ironing Board Co., Tyrone, Pa.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago,
Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport,
Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shal-
burne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
Leader Mfg. Co., Hartford, Ct.
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.
- Levels**
American Combined Level & Grade
Finder Co., Railroad, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Lifting Jacks**
Barth Mfg. Co., Milwaukee, Wis.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks**
Yale & Towne Mfg. Co., New York.
- Locks and Knobs**
John H. Graham & Co., New York
- Lubricants**
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Dighton & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Kaufel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans

Atlantic Stamping Co., Rochester, N. Y.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber

Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sward Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints

Joe. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Patents

Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils

Joe. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove

Joe. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ill.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Postal Scales

Palouse Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norr's)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and
Sheffield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Reamers

C. E. Jennings & Co., New York

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co. Philadelphia

Reversible Nippers

The Nettleton Mfg. Co., Middletown, Conn.

Revolvers

Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. F. Townsend, New Brighton, Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels

Geo. F. Clark Co., Windsor Locks, Conn.

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Kaufel & Esser, New York, N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adamson & Co., New York,
Philadelphia, Boston and Chicago

Sash Balances, (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)

Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys (Norr's)

Frank B. Sloan & Co., Baltimore, Md.

Sash Ribbon and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Cincinnati, Ohio.
Henry Duxton & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Clamps

C. W. Cardwell Mfg. Co., Jamaica, N. Y.

Saw Gummers

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Oswood Scale Co., Binghamton, N. Y.
Palouse Scale & Mfg. Co., Chicago

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Drivers

The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers

Cyclone Seeder Co., Urbana, Ind.

Seals

Schwerdtle Stamp Co., Bridgeport, Conn.

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
B. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

Piqua Bracket Co., Piqua, Ohio

Shot Guns

Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels

A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops

Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels

Geneva Tool Co., Geneva, O.
L. & I. White Co.,

- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprise Mfg. Co. of Pa., Phila.
Henry Dimson & Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Special Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila., Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Springs, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
Henry Dimson & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.
- Squares (Universal)**
The Doby & Shinn Mfg. Co., New York, N. Y.
- Stamps, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Staple Pullers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Steamfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Steel Measuring Tapes**
Kaufel & Essner, New York
L. S. Starrett Co., Athol, Mass.
- Steel Roofing**
Am. Steel Roofing Co., Middletown, O.
- Steel Rules**
L. S. Starrett Co., Athol, Mass.
- Stencils**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
Ebbing Mfg. Co., St. Louis, Mo.
- Stocks and Dies**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
- Stock Food**
Fraser Lubricator Co., Chicago, Ill.
- Stone Hooks**
Geneva Tool Co., Geneva, O.
- Stove Trimmings**
Fanner Mfg. Co., Cleveland, O.
- Strapping Belts**
Ames Sword Co., Chicopee, Mass.
- Street Hoes**
Geneva Tool Co., Geneva, O.
- Strops, Razor**
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.
- Sugar Beet Tools**
Geneva Tool Co., Geneva, O.
- Tables, Folding**
Udell Works, Indianapolis, Ind.
- Tack Pullers**
F. E. Ellis & Son, Milldale, Conn.
General Specialty Co., 1008 Arcade Bldg., Phila., Pa.
John H. Graham & Co., New York
- Tackle Blocks**
Boston & Lockport Block Co., Boston, Mass.
- Tailors' Shears**
R. Heinisch's Sons Co., Newark, N. J.
- Ten Cent Specialties**
Franklin Specialty Co., Reading, Pa.
- Tents**
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.
- Thistle and Dock Diggers**
Geneva Tool Co., Geneva, O.
- Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**
Berger Bros. Co., Philadelphia
- Tinners' Snips**
R. Heinisch's Sons Co., Newark, N. J.
- Tool Chests and Cabinets**
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
- Toilet Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.
- Toys, Iron**
Arcade Mfg. Co., Freeport, Illa.
- Transom Chains**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Traps, Rat and Mouse**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Trouser and Shirt Hanger**
Caldwell Mfg. Co., Rochester, N. Y.
Fullman Mfg. Co., Rochester, N. Y.
- Trowels**
Henry Dimson & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York
- Trucks, Store**
John Chatillon & Sons, New York
John H. Graham & Co., New York
- Tube Expanders**
Ajax Mfg. Co., Pittsburgh, Pa.
- Tubes, Seamless Drawn**
American Tube & Stamping Co., Bridgeport, Conn.
- Tubing**
American Tube & Stamping Co., Bridgeport, Conn.
- Turnbuckles**
Columbus Bolt Works, Columbus, O.
- Twist Drills**
C. E. Jennings & Co., New York
- Valves, Pump**
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio
- Varnishes**
Adams & Elting Co., Chicago, Illa.
E. E. Nice, Philadelphia, Pa.
- Ventilating Sash Locks**
Champion Safety Lock Co., Geneva, O.
- Ventilators**
Berger Bros. Co., Philadelphia
- Vises**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.
- Wagon Jacks**
Cover Mfg. Co., Troy, N. Y.
J. V. Hankinson, Franklin, Ohio.
Lane Bros. Co., Poughkeepsie, N. Y.
- Wagon Scales**
Osgood Scale Co., Binghamton, N. Y.
- Warehouse Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Washers, Iron and Steel**
Columbus Bolt Works, Columbus, O.
- Washing Machines**
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Richmond Cedar Works, Richmond, Va.
Wayne Mfg. Co., St. Louis, Mo.
White Lily Washer Co., Davenport, Ia.
- Wash Boilers**
Atlantic Stamping Co., Rochester, N. Y.
- Wash Tubs**
Atlantic Stamping Co., Rochester, N. Y.
- Water Coolers**
Buffalo Mfg. Co., Buffalo, N. Y.
- Water Desk and Wall Fans**
D. L. Bates & Brother, Dayton, Ohio.
- Water Filters**
Fulper Pottery Co., Flemington, N. J.
- Water Motors**
D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.
- Well Augers**
Iwan Bros., Streator, Ill.
- Wheelbarrows**
American Fork & Hoe Co., Cleveland, O.
Bryan Mfg. Co., Bryan, Ohio
- Window Screens and Doors**
John H. Graham & Co., New York
A. J. Phillips Co., Fenton, Mich.
- Window Stop Adjusters**
H. B. Ives Co., New Haven, Conn.
- Wire, Coiled Spring**
John Chatillon & Sons, New York
- Wire Cloth**
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
- Wire Gates, Fences and Fencing**
Enterprise Foundry & Fence Co., Indianapolis, Ind.
- Wire Goods**
Buffalo Wire Works Co., Buffalo, N. Y.
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
- Wire Lathing**
New Jersey Wire Cloth Co., Trenton and New York
- Wire, Market**
Berger Bros. Co., Philadelphia
Fuller Bros., New York
New Jersey Wire Cloth Co., New York, Trenton, Chicago, San Francisco
- Wire, Music**
Alfred Field & Co., New York
- Wire Nails**
Fuller Bros. & Co., New York
- Wire Sash Cord & Attachments**
Fullman Mfg. Co., Rochester, N. Y.
- Wire Springs**
John Chatillon & Sons, New York
- Wire Straighteners**
Chandler & Farquhar, Boston
- Wood Boring Machines**
Ajax Mfg. Co., Pittsburgh, Pa.
- Wood Factory Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Wood Fillers**
E. E. Nice, Philadelphia, Pa.
- Wood Hardware Specialties.**
C. E. Jennings & Co., New York
Stanley Rule & Level Co., New Britain Conn.
- Wooden Ware**
Richmond Cedar Works, Richmond, Va.
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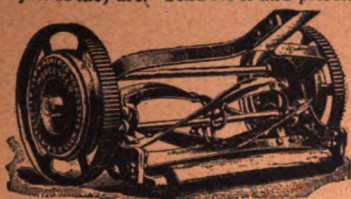
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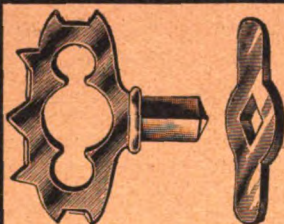
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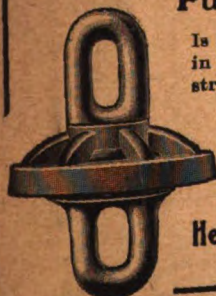
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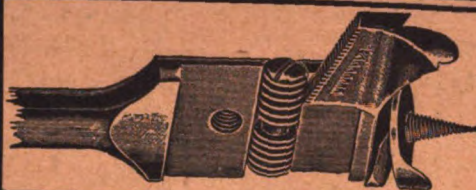
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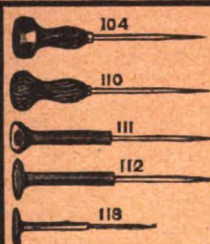
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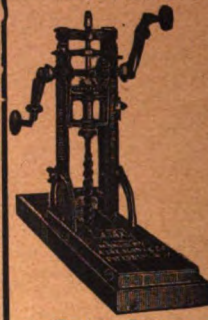
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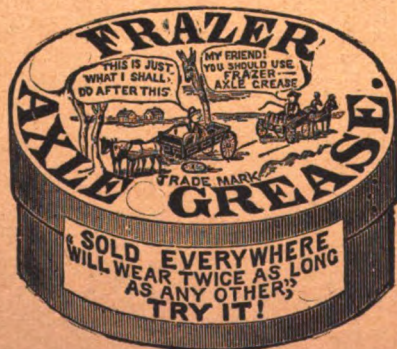
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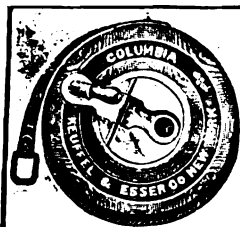
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Nursery Chests
Crumb Trays and Scrapers
Bathroom Fixtures
Candlesticks
5 o'clock Teas, etc.

Baking Dishes
Tea and Bar Urns
Coal Vases and Hods
Cuspidors Match Safes

The Buffalo Manufacturing Co.
BUFFALO, N. Y.

BRANCH OFFICES:

28 Warren St., New York.
40 Dearborn St., Chicago.

61 Stuart St., San Francisco
247 Coronado Bldg., Denver.

THE

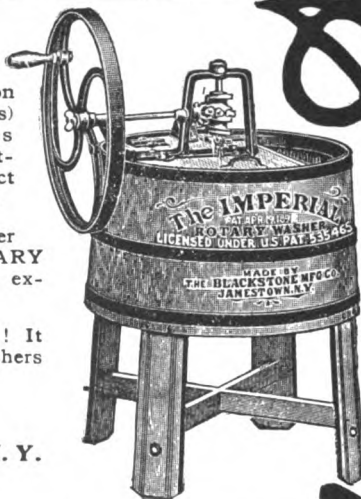
Imperial Rotary Washer

THE record it has made for itself by its noiselessness—its easy operation (has all steel roller bearings)—its handsome finish—its gold and aluminum bronze castings—has caused people to expect more of Washers than they used to.

This is unfortunate for other washers; the IMPERIAL ROTARY still gives more satisfaction than is expected.

You ought to have our catalogue! It shows the most complete line of washers on the market.

BLACKSTONE MFG. CO.
JAMESTOWN, N. Y.
Established 1871.

A
GRADE
BETTERTHAN
THE
REST!

"PULLMAN"

Folding Coat Hangers.

New Features—Way ahead of them all. Packed in Counter Display Boxes. A fixed retail price. Prepare for the demand.

Pullman Mfg. Co., Rochester, N. Y., U. S. A.

HAROLD McALLA
IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands,
Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

RIVETS & WIRE NAILS.



O. C. & E. P. TOWNSEND,
New Brighton, Penn.



HEINISCH

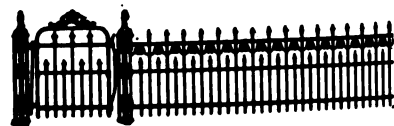
TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

BEST IN THE WORLD

R. HEINISCH'S SONS CO.

NEWARK, N. J., U. S. A.

New York Office and Salesroom, 155 Chambers St.



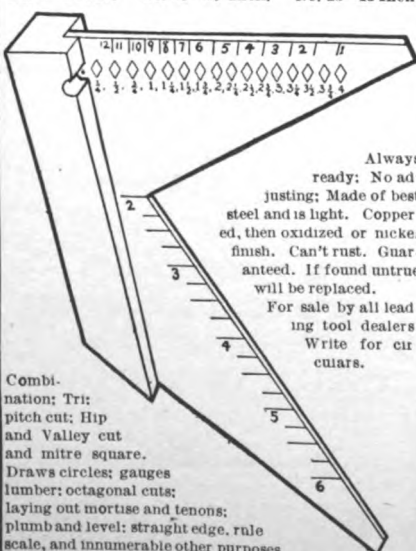
LAWN FENCE Strong and durable.
for Churches, Lawns,
Cemeteries. Substantial, hustling dealers wanted in each
town and city. We manufacture a heavy Malleable and
Steel Picket Fence—34 different designs. Prices that will
make you money. Catalog Free.
Address Box 31, WARD FENCE CO., Portland, Ind.



The New Universal Square

"New Style"—Made in 3 Sizes

No. 6—6 Inch. No. 10—10 Inch. No. 13—13 Inch



Always ready: No adjusting; Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced.

For sale by all leading tool dealers. Write for circulars.

Combination: Tri: pitch cut; Hip and Valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge, rule scale, and innumerable other purposes.

To operate, you simply reverse it from side to side. It marks $\frac{1}{8}$ inch on one side and $\frac{1}{4}$ inch on the other.

The Duby & Shinn Mfg. Co., Inc.
Office and Works, 34 E. 29th St., N. Y. City

Polygon
Conductor
Pipes
Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,

THE
American Steel Roofing Co.
Middletown, O.

Improved Quick and Easy
Rising Steam, Electric
and Hand Power
ELEVATORS

Send for Circulars.

Kimball Bros. Co.,

1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St.,
39 Vincent St., Cleveland, O. New York.



Robert Murray.

24 Duane St.
New York City.

General Hardware

333

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

"Globe" Lawn Mowers

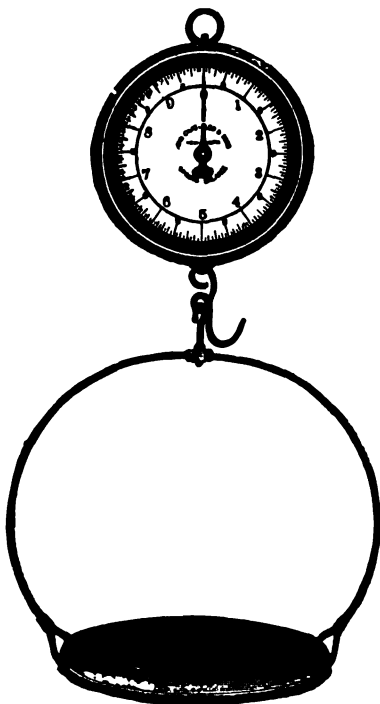
Our catalog tells
all about them.
Best mowers at
any price.

GLOBE LAWN
MOWER CO.
Reading, Pa.



CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

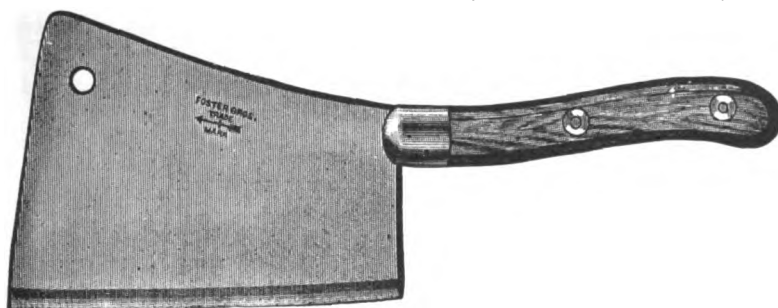


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.



10 lb.
Screw
Top
Tins
in
100 lb.
Cases.

THE TANITE CO.
STROUDSBURG, PA.

**Custom Made
FLY SCREENS**

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.
5/16 A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3 1/4 Acres Floors.



**Tackle
Blocks**

for every pur-
pose. 65 years'
experience.

Boston & Lock-
port Block Co.
Boston, Mass.

POWER

Lifting power—reliability—simplicity in construction—quickness in operation—are sure to be found in the only Reversible Jack on the market—the **BARTH-WEILER REVERSIBLE**.

A simple reversing mechanism raises or lowers load 1/2 notch per stroke of lever.

A tripping device drops load at once.

Made of malleable iron and steel castings.

Eight styles. Each Jack thoroughly tested

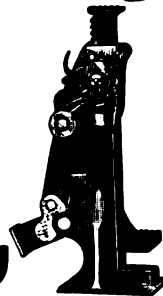
Write to

J. Barth Mfg. Co.,

Milwaukee, Wis.

about the most profit-
able Jack—the

BARTH-WEILER



THE WHITE LINE IS THE RIGHT LINE



Highest Speed, Easiest Running
and most Durable Washer Made

**WHITE LILY WASHERS
WASH LILY WHITE**



The only Ball Bearing Rotary
Washer on the Market

**THE WHITE ROSE IS
WITHOUT A COMPETITOR**



The Most Perfect Rubber Type of
Washer Ever Produced

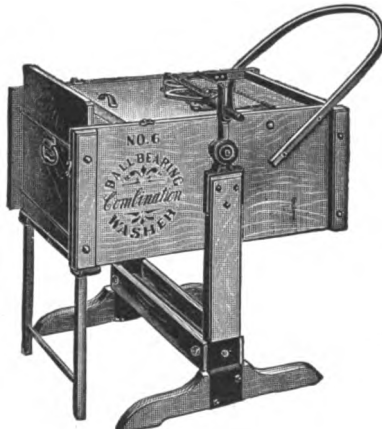
This Complete Line sold to One
Dealer in Each Town : : :
WRITE FOR EXCLUSIVE AGENCY.

WHITE LILY WASHER CO.,
TOLEDO, OHIO. **DAVENPORT, IOWA.**

1,500,000

WAYNE WASHERS sold up to the present time
And increasing at the rate of 300 per day.

We make 23
different styles
of washing
machines, and
dealers can
supply their
entire wants
from our fac-
tory.



A complete
stock carried on
hand at all
times. Ask for
prices and cat-
alogue.

This machine combines the reciprocal pin wheel motion, with the oscillating movement of the whole suds box, by means of which we are enabled to double the capacity of the machine and wash clothes cleaner, quicker and with less labor than any other machine now on the market.

This machine is finished in the natural finish, or with mahogany stain finish, if so desired, with the outside iron parts finished in gold or silver bronze; the two finishes combined making it the most beautiful machine on the market. This machine is fitted with our new galvanized iron pin wheel, or with wood pin wheel, if so desired. The bearing of the machine works on sixteen steel rollers, which lightens the efforts of the person washing, one-half.

WAYNE WASHERS -- KLEAN KLOTHES
WAYNE MANUFACTURING CO., 100-124 Sidney St.,
ST. LOUIS, MO

AGENCY JOSEPH RODGERS & SONS, LTD.
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives
and Forks, Table
Cutlery, Scissors,

CORPORATE MARK



Razors, Hunting
and Bowie Knives,
Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

ARE YOU AWAKE

and Profits? Write for our big Catalog.

to the great opportunity our immense line of high grade Farm and Garden Tools affords you to increase your Trade



NOW IS THE TIME.

Don't wait until tomorrow but write at once for the exclusive agency for the
ROYAL BLUE WASHING MACHINE

Finished in natural color of wood. Hoops and castings painted with Royal Blue Enamel.

H. F. BRAMMER MFG. CO.,

1466 W. 2nd St.

DAVENPORT, IOWA.

Wrings the Mop dry



Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. Pressure that wrings mop is from a *spring*, not from the foot. Two springs, one on either side are independent of each other, pressure adjusts itself to any unevenness of mop—wrings all of mop thoroughly.

Tub is strong and extra braced. Rollers are solid maple and *never* stick. Attractively labeled—make good display in your store—sure to please customers


Ask your jobber.

THE DANA MFG. CO., Cincinnati.



10 Warren Street, N. Y.

KEYS
and
BLANKS
of all Descriptions



Locksmith's and Electric Supplies

Send for Catalogue.

Geo. W. Nock Co.
126 N. 4th St.
Philadelphia, Pa.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES - REPAIRS
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet

STOWELL MFG. CO.
JERSEY CITY, N. J.

Every Hardware Dealer

recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



IF you are
after the **BEST**
SEEDERS

that your money can buy at a profit for you, write us.

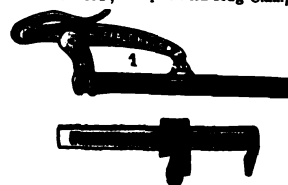
Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr. — all quick sellers.

Write for price today.

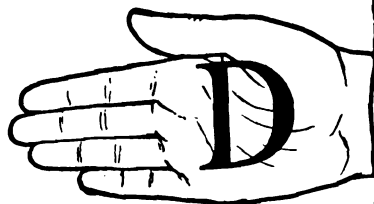
CYCLONE SEEDER CO., Urbana, Ind.

HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.
E. E. JOSEFF MFG. CO.,
BUFFALO, N. Y.



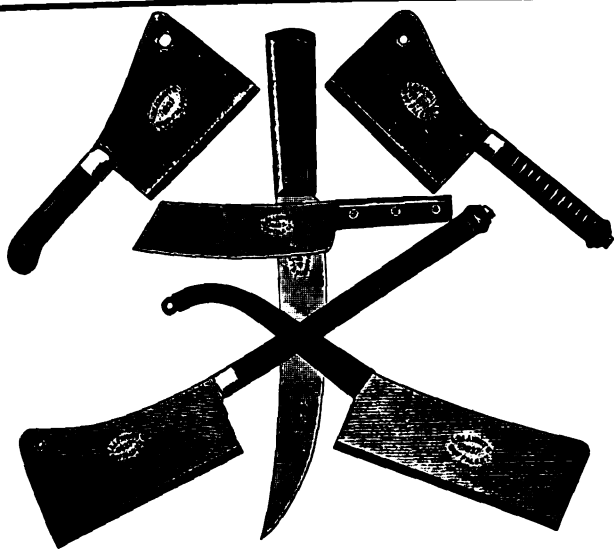
LOOK TO OUR TRADE MARK ON THE PERFECT NAIL SET
It protects you against imperfection. The "Perfect"



Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.
N. Y. Representative, **JOS. F. MCCOY CO., 157 Chambers St., N. Y.**



BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels — have been made by us for **nearly three-quarters of a century.** They are the best that money can buy.

The L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.

N. Y. Office, 43-5 Centre St.; Chicago Office, 315 Dearborn St.



✓ VOORHEES ✓

RUBBER MATS AND MATTING

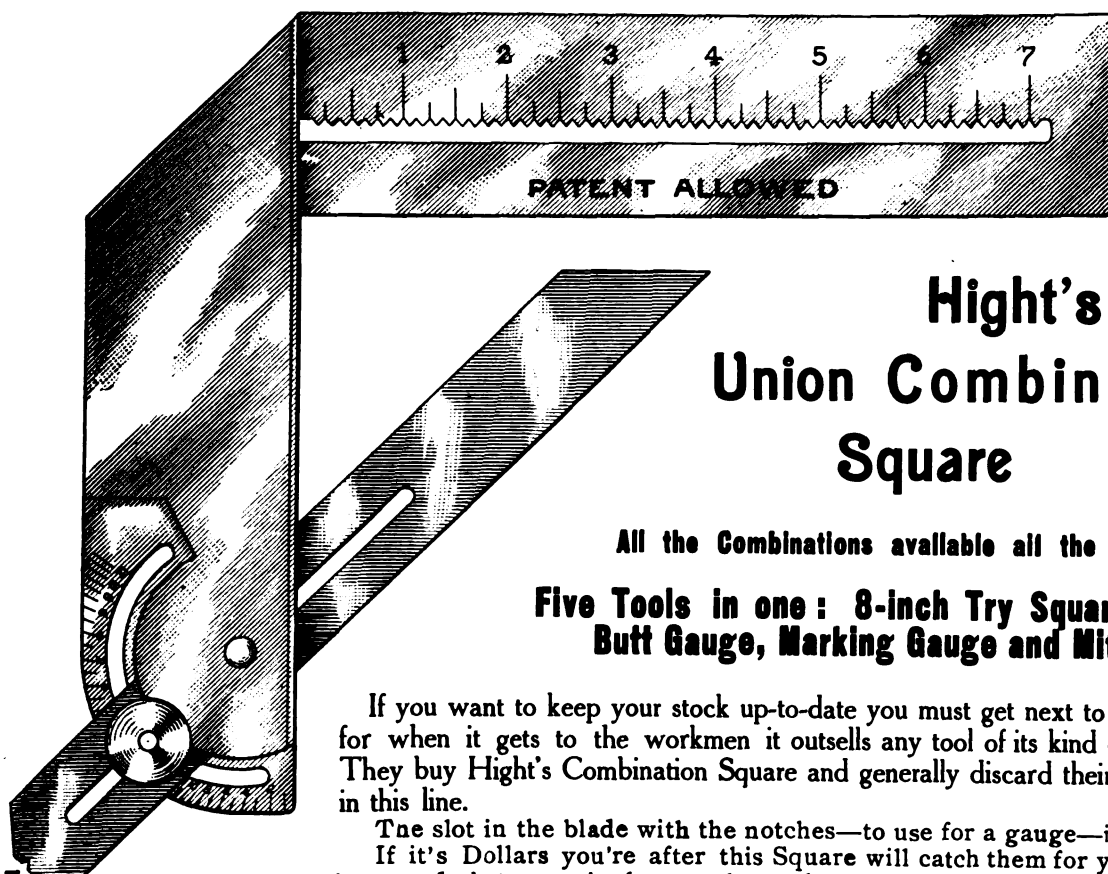
Just a trial order is all we ask of you.

It will prove our ability to make excellent goods. More than that.

You will become our steady customer.

A postal will fetch our catalogue, samples and prices.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.



Hight's Union Combination Square

All the Combinations available all the time.

**Five Tools in one: 8-inch Try Square, Bevel,
Butt Gauge, Marking Gauge and Mitre**

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices

and full description sent on application.

The best tool of its kind on the market.

A. W. HIGHT, Box 39, Station B, Toledo, O.

LOOK

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. Always Mention "HARDWARE" for having "put you wise."



Illinois River Folding

DECOYS

can be placed out or picked up three at a time

Many other advantages

Price, \$4.50 dozen.

(PATENTED)
Reynolds' Double Duck Calls, entirely new. Sound at each end. Two calls in one. Price \$1.00 each. Discount to dealers.

J. W. Reynolds Mfr., 68 S. Morgan St., Chicago.

SEEING IS BELIEVING

FRANKLIN HARDWARE SPECIALTIES

Do not need a barrel of talk to sell them. They are of such good quality and superior finish that display is all they need.

DISPLAY them and—watch them go!

How about your needs for 1906? Let us send you our catalogue and prices. They will convince you. Send to-day.

FRANKLIN SPECIALTY CO.
Reading, Pa.

"GINGER"

There's enough "Ginger"—enough "go" in Snow Flake Axle Grease to please you beyond your expectations.

It goes farther than any other; it doesn't linger on your shelves; you don't have to wait for customers.

And it's profitable. Try a sample lot. It will make you our customer for good.

The Snow Flake Axle Grease Co.
Fitchburg, Mass., manufactures the

"SNOWFLAKE"

DIXON'S PRODUCTS For Hardware Dealers

Are you sure there are not more profits in your business? If you want to know what the Dixon Company can offer you in the way of substantial, yet attractive and profitable products get their free catalogue 54-K. : : : : :

Joseph Dixon Crucible Co.,
JERSEY CITY, N. J.

*You take no risk on the quality,
We make only the best!*



Sand Papers } **Flint Paper**
 } **Garnet Paper**
 } **Emery Paper**
 } **Emery Cloth**
Beams and Rolls

NAI FELTING for covering Boilers, Steamers
Water Pipes, and Lining Refrigerators.

BAEDER, ADAMSON & CO.

788 MARKET STREET, PHILADELPHIA.
87 BEEKMAN STREET, NEW YORK.
148 N. MILK STREET, BOSTON.
108 LAKE STREET, CHICAGO.



"AMERICAN" TWIN FREEZER

Freezes two flavors of Ice Cream
or an Ice or Sherbet and Ice
Cream at one and same time, in
one Freezer.

**Something Entirely New
Never Done Before**



"LIGHTNING"



"GEM"



"BLIZZARD"

THE BEST ICE CREAM FREEZERS in practical use, because convenient,
compact in size, use smallest amount of ice and salt, run easily, freeze quickly, produce
smoothly frozen creams or deserts with little bother and less work.

NORTH BROS. MFG. CO., PHILADELPHIA.

New York Agents, John H. Graham & Co., 113 Chambers St.

**STUDY
LAW
AT
HOME**

Prepare for success at the bar, in
business or public life, by mail, in
the **ORIGINAL SCHOOL**,
Founded in 1890. Successful
graduates everywhere. Approved
by bar and law colleges. Regular
College Law Course and Business
Law Course. Liberal Terms.
Special Offer Now.
Catalogue Free.
Sprague Correspondence
School of Law,
728 Majestic Bldg., Detroit, Mich.

ESTABLISHED 1836. ALFRED FIELD & CO.

93 Chambers and 75 Reade Street. New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,
JOSEPH GILLOTT & SONS,
L. HUGONIOT TISSOT,
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,
THE IMPERIAL ENAMEL CO.,
WEBSTER & HORSFALL,
W. K. & C. PEACE,
EDWARD GEM & CO.,

Best Cutlery in the World.
Best Steel Pens in the World.
Best Pliers, Nippers, &c., in the World.
Best Sheep Shears in the World.
Best Enamelled Signs in the World.
Best Steel Wire in the World.
Best Lawn Scythes and Grass Hooks.
Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,
CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of
American Products. CORRESPONDENCE SOLICITED.



HARNESS REQUISITES



**FRANK MILLER'S
HARNESS OIL**

Preserves and softens
the Leather, consequent-
ly adds life. Compound-
ed with pure Neatsfoot
Oil.

**FRANK MILLER'S
HARNESS
DRESSING**

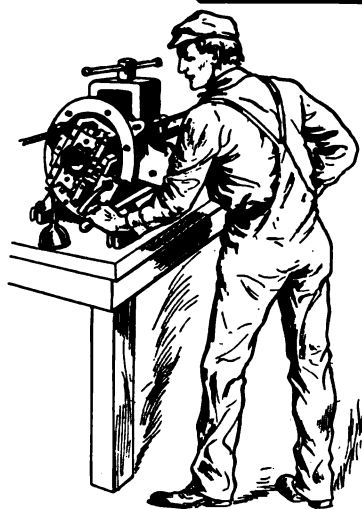
The very best article
of its kind for
owners and manu-
facturers of harness.
Used all over the
world.



Send for Booklet.

THE FRANK MILLER CO.

349 & 351 WEST 26TH STREET,
NEW YORK



BRIEF FACTS

concerning Armstrong's Pipe Threading and Cutting Machines.

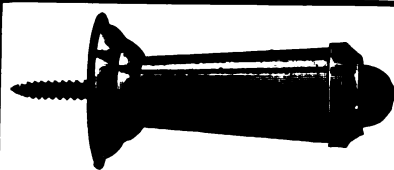
For hand or power interchangeably. They are made in all sizes up to 6 inches. All sizes up to 4 inches are portable and may be carried to the work if so desired. An apprentice can operate one of these machines, without assistance. They are all fitted with GENUINE Armstrong Adjustable Dies.

Write for our Complete Catalogue of Standard Pipe Fitters Tools and Machines.

THE ARMSTRONG MFG. CO.
Knowlton Street, BRIDGEPORT, Conn.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRING
SAVES RECOATING
SAVES RENEWING
Send for Samples and Brochure
STOWELL MFG. CO.
JERSEY CITY, N. J.



The Champion Metalle Base Knob NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all Finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

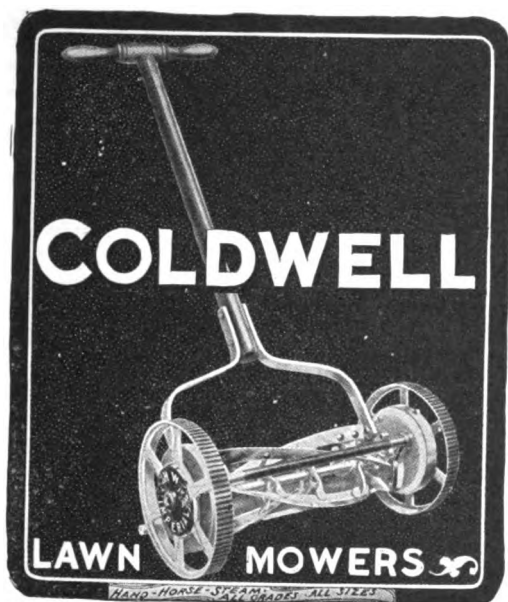
TENTS

Send for our catalogue of tents before placing your order. Camping outfits a specialty.

Write to-day for catalogue.

**FOND DU LAC
AWNING & TENT CO.**
Fond du Lac, Wis.

When you write to these advertisers say
"Saw your ad. in **HARDWARE**"



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

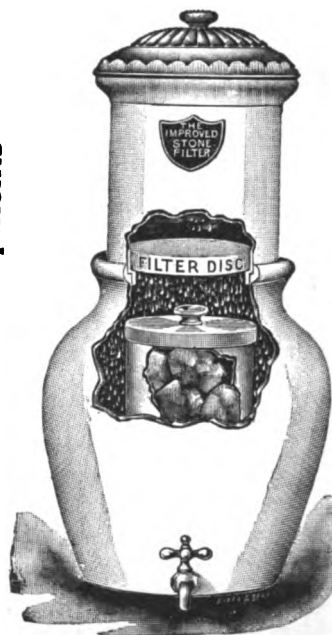
COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

FILTER SEASON

1906

AT HAND

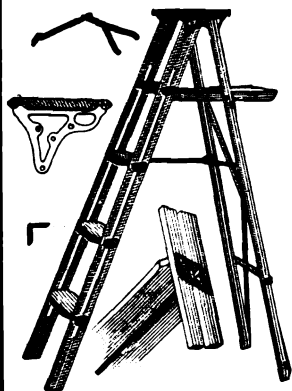
Advertising and Display Matter
Large Stock
Immediate Shipments



Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.
Flemington, N. J.



SEE HOW THAT STEP IS BRACED



THAT'S OUR "UNIQUE" LADDER
and every step is braced the same way.

The bolt runs clear across the Ladder and can be tightened when it becomes loose. The steps are set into grooves. Barbed wire nails are driven through holes in the large washers on the ends of the bolts, on through the stiles and into the steps. This makes this

**UNIQUE LADDER THE STRONGEST LADDER AND
BEST SELLER ON THE MARKET.
MANY OTHER STEP AND EXTENSION LADDERS
AT ALL PRICES**

as well as large assortments of House Furnishings, Woodenware, etc., are shown in our Catalog.

Write for Catalog to-day. Just send a postal to

THE UDELL WORKS

1222 W. 28th Street, Indianapolis, U. S. A.

EASTERN REPRESENTATIVE:

Wm. A. Stokes & Co., 30 Warren St., New York City.

Remember!

The point for you
to remember about the

**FAULTLESS
Pivot Bearing
CASTER**

is the turning point—

HERE—

NOT

THERE



"The Faultless" never refuses to turn, because it is supplied with Faultless Patent Steel Spring Sockets.

The Faultless is interchangeable; will fit six different sizes of Iron bed sockets.

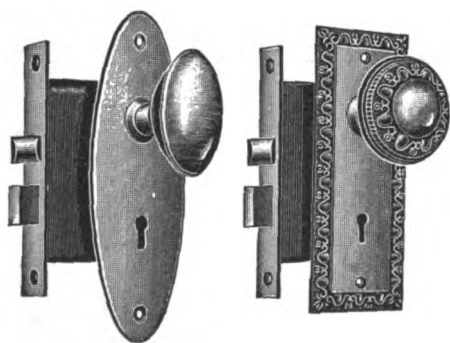
The Faultless received the highest award at the World's Fair, 1904, over all other casters.

It never refuses to turn itself into dollars and cents. Try a sample lot.

**The Faultless Caster Mfg. Co.,
Nebraska City, Neb.**

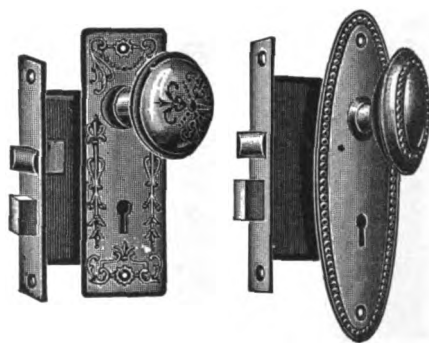


You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE BATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, 117 and 119 Liberty Street,
NEW JERSEY. NEW YORK.

171 and 173 Lake Street,
CHICAGO.

25 and 27 Freemont Street,
SAN FRANCISCO.

Nailed

Goods under various names having been offered to hardware dealers with the claim that they were made in the works, and by the workmen and methods of **The Enterprise Mfg. Co. of Pa.**, we desire to state most positively that we do not manufacture any goods except those under our well-known trade mark



**FALSE
CLAIMS**

“ENTERPRISE”

Dealers are hereby notified not to accept statements that goods offered under other brands or trade marks were manufactured by us.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer

Rose Water Coolers

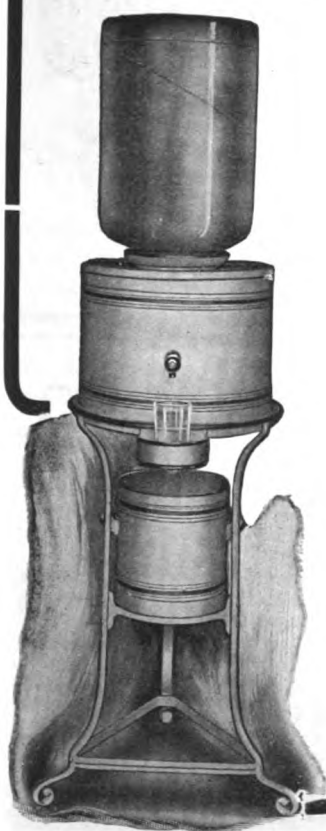
for sale through
Hardware Dealers.

Merit and price
have made their de-
mand enormous.

ROSE FAMILY WATER COOLERS

Model F we offer at
the special price of
\$40.00 a dozen with
bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



C. C. C. Saw Clamp

Pat. U. S. Feb. 20, 1906; Canada, April 3, 1906.
Other Foreign Patents Pending.

Is the latest, lightest and best Saw
Clamp on the market.

Best For Wood Workers

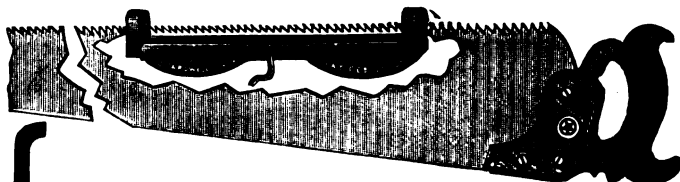
because it only weighs about a pound, is simple
in construction, durable and efficient. Can be
carried in the pocket.

Frame is made from the best grey iron, japan-
ned. The clamping part is of rolled steel com-
pletely covered with rubber, which holds the
saw perfectly rigid, taking up all vibration,
and thus saves greatly in the cost of files. It's
noiseless in operation.

PRICE 75 CENTS.

Send for further particulars and discounts.
Mention **HARDWARE**.

C. W. Gardwoll Mfg. Co.
JAMAICA, N. Y.



Genuine Philadelphia
LAWN MOWERS



Send for 1906 large catalogue before ordering Spring Stock.

Made only by
THE PHILADELPHIA LAWN MOWER CO.
3101-07 Chestnut St., Phila., Pa.

Tool Chests

All sizes, complete with tools, for boys, youths, gentlemen, farmers, railroads and carpenters' use; also Tool Cabinets.

Machinists' and pipe fitters' empty Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

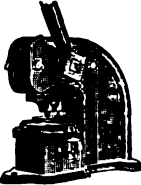
AMERICAN TOOL CHEST CO.

200 West Houston St., New York, U. S. A.

Federal Bench Punch

10 inches high, 10 inches long,
Weights 64 pounds
PUNCHES 5-16 inch hole in 1/2 in. Iron plate, 3/4 in. from edge. Send for Circular.

Chandler & Farquhar Co.
131 Congress Street,
Boston, U. S. A.



CORRESPONDENCE
SOLICITED.
WRITE FOR
PRICE LIST & DISCOUNT
N. A. WATSON ERIE PA.

THE FANNER MFG. CO.,
CLEVELAND, OHIO.

LITTLE GIANT



GAS STOVE.
Plain or Nickel Plated.

Ask for our Catalogue of Hardware Specialties,
Arctic Stove Trimmings, &c.

The Superior Door Holder

holds the door open without injury to floors or carpets.

Operated by foot pressure. Adjusts itself to any unevenness of the floor.

Superior Floor Spring Hinges

Have Ball Bearings. Are simple, compact and efficient. Easiest adjusted. Spring tension.

Superior Spring Hinge Co.,
15 So. Canal St.,
Chicago, Ill.




Take off your Hat to The Myers!
BEST PUMP ON EARTH.



GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS
and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.
Aluminum Finish.

O. K. Stay-on Door Hanger.



Flexible.



Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

F. E. MYERS AND BRO., ASHLAND, OHIO.

60 YEARS' EXPERIENCE

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A handsomely illustrated weekly. Largest circulation of any scientific journal. Terms, \$3 a year; four months, \$1. Sold by all newsmen.

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Branch Office, 625 F St., Washington, D. C.

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with
The Klip-Klip
Family
of Rochester.

Klip-Klip Promo
A small, neat, highly finished nail clipper.



Klip-Klip cleans, trims, files the nails. Made of solid German Silver.

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Klip-Klip Duo has a separate cutter for cigars.

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All Quot Sellers.
Ask your jobber or write us

KLIP-KLIP CO.,
572 Clinton Ave.,
ROCHESTER, N. Y.



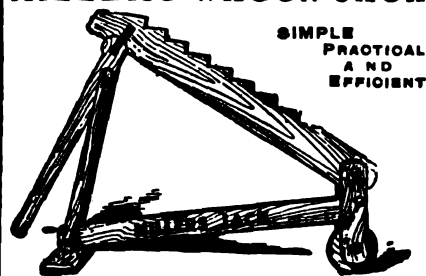
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DAVIS & DAVIS

ATTORNEYS-AT-LAW.
WASHINGTON, D. C.
St. Paul Building, NEW YORK.

MILLER'S WAGON JACK



If not handled by your Jobber we will supply your order. Manufactured by
J. V. HANKINSON, FRANKLIN, O.
Successor to Thos. F. Miller, Jr.

I CAN SELL YOUR PATENT

My New Method brings quick results. Send for booklet.
O. J. HAEGLER, 14 So. Broad St. Phila., Pa.

Pruning Shears

NEW FEATURES:

LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

**The Cronk &
Carrier Mfg. Co.**
Elmira, N. Y.

Garden Rakes

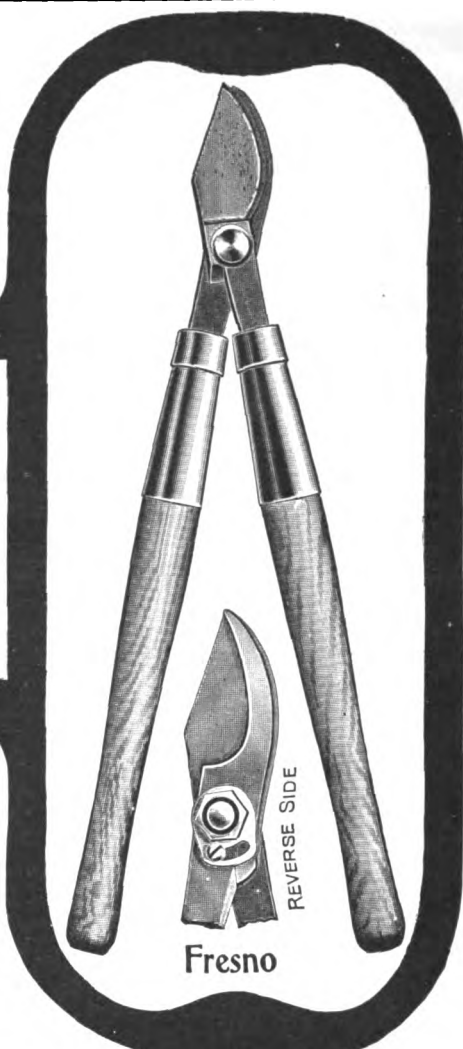
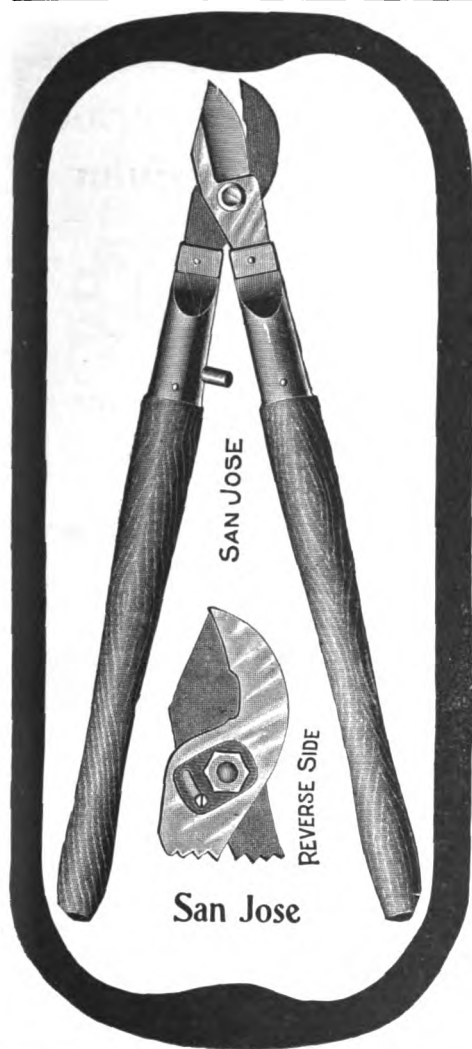
Garden Mattocks

Garden Hoes

Write for

1906

Catalogue.



COATES CLIPPERS

MANUFACTURED BY

Coates Clipper Mfg. Co.

A complete line of

**Barbers', Toilet,
Hand and
Power Clippers**

Also

**Electric Grooming
and
Clipping Machines**

Prices quoted on request.

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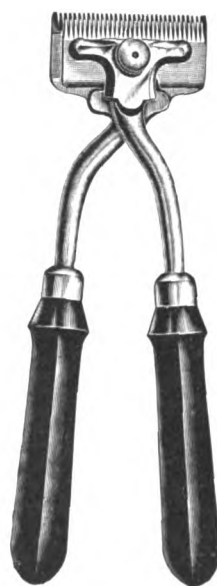
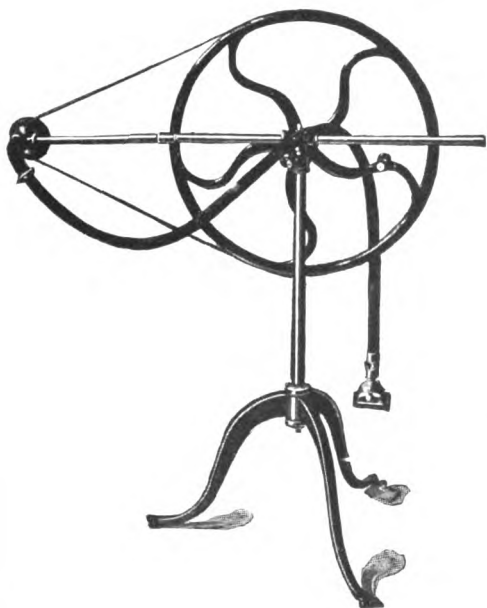
JOHN H. GRAHAM & CO.,

113 CHAMBERS STREET,
NEW YORK.

118 to 122 Holborn, London, E. C., England.

123 California St., San Francisco, Cal.

Copenhagen (Freeport).





OPEN—READY FOR USE



FOLDED—WHEN NOT IN USE

A Novel Invention for Ironing Shirt Waists, Children's Clothing, etc. Ideal for Sleeves. It is one of the most useful and attractive boards ever offered. Sells on sight and where shown has always been pronounced to be one of the best sellers.

Send for Prices and Trade Discounts. Every live House Furnishing Goods Dealer can make money and attract customers by handling the

McKinney Reversible Ironing Board

Tyrone Ironing Board Co.,
TYRONE, PA.

McKINNEY Reversible Ironing Board

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

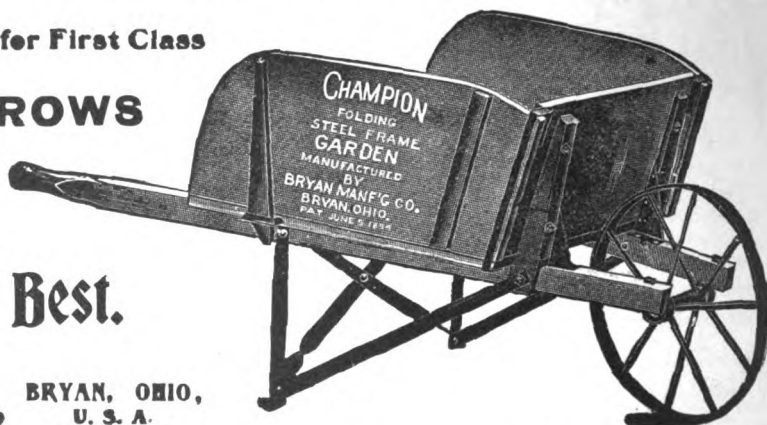
If you're Looking for First Class
UP-TO-DATE BARROWS

ORDER THE . . .

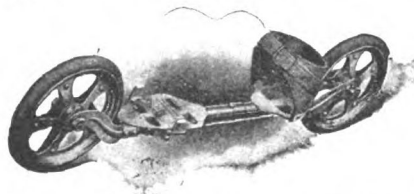
Champions, the
World's Best.

All Kinds of Wood and
Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO,
U. S. A.



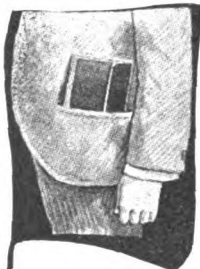
Automobile Cycle Skate



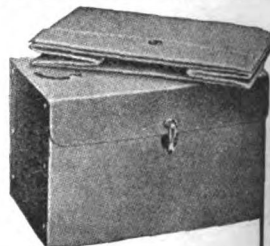
Our newest model. 3-in. size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail \$10.00 per pair. With 4-in. wheel, \$7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York



The
"IDEAL"
Folding
Lunch Box



Insect--Dust--Water Proof
Fits any pocket---fit for any lunch.

Two Grades: 25c. and 10c.
2 sizes: 8x5x4 3/4 and 7 1/2 x 4 1/4 x 4 1/2

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,
Rochester, N. Y.

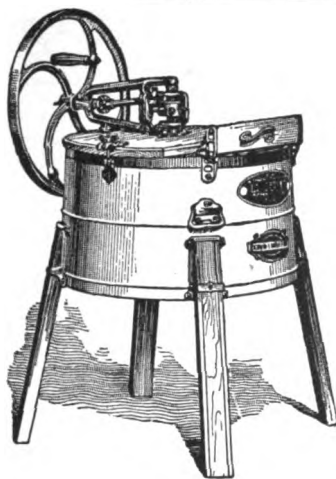
S.&S. KNIVES WARRANTED



THEY HOLD AN EDGE --- NO HARD OR SOFT SPOTS
National Cutlery Co. DETROIT, MICH.

Two of the World's Winners

The MAJESTIC WASHING MACHINE



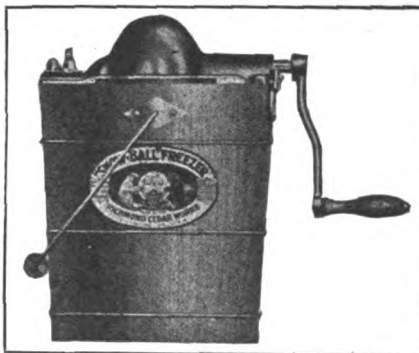
We Manufactured
and Sold 41,430
MAJESTICS in 1905
beside many other
makes.

Does that tell the story?

We will verify these
figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the Majestic is made of selected Virginia White Cedar, and will stand the action of water a life time. It is bound with our celebrated Electric-Welded Wire Hoops, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL

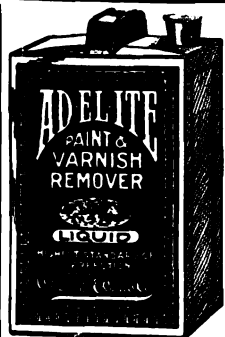


FREEZER

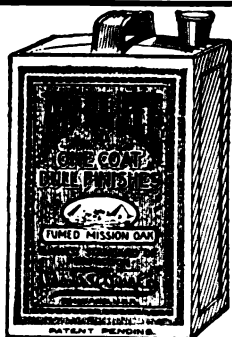
AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the Snow Ball Freezer. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of Virginia White Cedar, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are JOBBER or DEALER write
us to-day for particulars and prices which will
surprise you.

RICHMOND CEDAR WORKS.
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.



DO YOU
CARRY
THIS
PROFIT-
MAKING
PAIR OF



AD-EL-ITES?

These are money makers for you *because the goods sell.* They sell because 1st. They have merit. 2nd. There is a general demand for such goods. 3rd. They are advertised so widely that purchasers know of them and ask for them. : : : :

YOU MAKE A CLEAN 35% PROFIT ON THEM.

Spring time is the best Ad-el-ite time. Let us quote you on a trial order. Our Catalogue Free. : : : : :

Adams & Eltinge Co.

The Ad-el-ite People.

Station 3.

Chicago.

*Quality
Sells*

When Henry Disston was asked the question:

"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT
DISSTON QUALITY



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.

Established
1840.

PHILADELPHIA, PA.

The Smith & Egge Mfg. Co., BRIDGEPORT, CONN.

Manufacturers of . . .

Sash Chains

“Giant,” “Red Metal”

• • Cable and Jack

Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy “Swedoh” Steel,

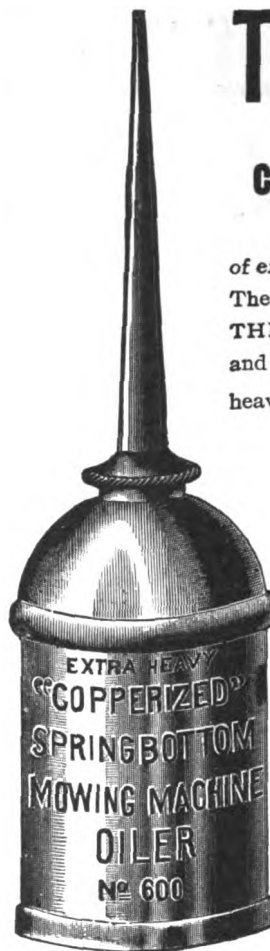
Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



THE HEART OF THE MATTER

In this Nipper is the Double Jaw with four blades instead of two. Adjustable—reversible—interchangeable—equal to two pairs of any other kind. Five sizes: 6 in., 8 in., 10 in., 12 in., 14 in.

The NETTLETON REVERSIBLE NIPPER

Is acknowledged the strongest and handiest Nipper on the market. Sell? We never saw the beat of it!

If you want to please your Nipper using friends, put in the Nettleton. It'll talk for you and sell itself.

Pat.
May 22,
1906

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS STREET, NEW YORK
Factory: MIDDLETOWN, CONN.

Address all correspondence pertaining to sales to N. Y. Office.



HARDWARE

The Salt Lake City district office of the Westinghouse Electric & Mfg. Company was removed on July 2nd, 1906, to 212 to 214 South West Temple Street, Salt Lake City, Utah.

THE MERCHANTS' ASSOCIATION OF NEW YORK.

The Merchants' Association of New York, ever alert to foster the trade or welfare of this city, has now arranged merchants' rates from Mexico to the metropolis, these rates to be in effect for the first time during the coming buying season. The rate will be operative from points on the national lines of Mexico and the Mexican Central Railway on July 21st and 25th, inclusive, and August 4th to 8th, inclusive, with a thirty day return limit. The special rate will be one fare and one-third for the round trip.

The Merchants' Association has had prepared a comprehensive list of jobbing and prominent retail merchants in Mexico. To all these the reduced rate announcement, printed in both English and Spanish, will be sent. Copies of the circular will also be furnished to New York City merchants, commission houses and manufacturers doing business with Mexico for mailing to their trade. The railroads mentioned will distribute the circulars in the territory from which the rate will apply, so that no effort will be spared to induce Mexican merchants to visit New York to make their Fall purchases.

CONNECTICUT HARDWARE DEALERS' ASSOCIATION.

The Connecticut Hardware Dealers' association will hold its semi-annual meeting at the Pequot house, New London harbor, on July 11. The session is to be chiefly devoted to social exercises and an excellent dinner will be held at the hotel, together with other attractions for the members. There will be a brief business session and President George J. Bassett of New Haven will preside. He will also be the toastmaster at the banquet. The officers are:

President, George J. Bassett, New Haven; first vice-president, Irving C. Treat, Hartford; second vice-president, E. C. Birdsey, Meriden; recording secretary, James L. Phelps, Windsor Locks; financial secretary, F. A. Farrar, South Manchester; treasurer, Lewis B. Crosby, New London; directors, one year, A. H. Abbe, New Britain; J. J. Noxen, Middletown; H. T. Clark, Willimantic; F. W. Jaynes, Greenwich; two years, W. A. Church, Derby; Eli C. Birdsey, Meriden; D. B. Wilson, Waterbury; A. W. Davenport, Stamford; three years, F. W. Palmer, Stamford; F. M. West, Bridgeport; J. L. Carroll, Winsted; C. H. Preston, Norwich.

SOUTH AFRICAN IMPORTS.

From British South African returns it appears that for the six months ended December 31, 1905, the imports of Hardware and cutlery, implements and machines into British South Africa amounted to \$10,750,777. This was divided as follows: Hardware and cutlery, \$3,889,302; agricultural implements and machinery, \$740,270; machinery, except locomotives and parts thereof, \$6,121,345. The bulk of the imports was from Great Britain. The United States and Belgium furnished the larger part of the remainder.

A WINDOW ATTRACTION RUSE.

The last issue to hand of *Australasian Hardware and Machinery* describes a dodge which was resorted to by a firm of "universal providers" in Brisbane to attract the attention of passers-by. It was the representation of a broken-glass front with a placard offering a substantial reward, not for the perpetrator of the "outrage," but to anyone who could prove that any other firm were giving better value for cash than they. The next time one of your subscribers gets his front window really broken, he might turn the mishap to good account in like manner pending the replacement of the damaged plate by the insurance company.

POCKET KNIVES FOR SOUTH AMERICA.

Cheap knives with nickel-plated handles find a good outlet in Mexico, says *Messer and Feile*, but they should be packed carefully. The knives are generally nicely packed in dozens in cardboard boxes, instead of being simply rolled up in paper. The imports of knives into Argentina have considerably increased. In 1903 they amounted to 1,460 cases, but rose in 1904 to 5,896 cases. Argentina is importing largely of other articles, especially machinery—a sure sign of her growing industries. The knives and kindred goods imported emanate chiefly from Solingen, Sheffield, and France. In Buenos Ayres knives with neatly ornamented handles find favour.

SARGENT'S PLANES.

Even the "envelope dodger" of the present day has got to present an artistic appearance, judging from Sargent & Co.'s latest, by which the trade is notified that "First Class Mechanics use Sargent's Planes, which are guaranteed to do good work, and warranted in every particular." They look it.

SHIDLER BROS. RETIRE.

The well known firm of Shidler Brothers, 131 to 133 South Michigan St., South Bend, Indiana, wholesale and retail dealers in Hardware, stoves, furnaces, paints, sporting goods, silverware, etc., has been sold out, owing to the ill health of A. N. Shidler, one of the partners and president of the Indiana Retail Hardware Association. The Shidler brothers have bought a large interest in the Wells-Krieghbaum Table Company in the same city and A. N. Shidler will hereafter devote more of his time to outside work which will undoubtedly prove of the utmost value physically.

Besides being a most successful business man, A. N. Shidler will retain the everlasting gratitude of the Indiana retail Hardware trade for his effective services as president of the Indiana association. During his term of office the organization has increased many fold in numbers, and is perhaps the most loyal and enthusiastic in the country. The last meeting, held in February at Indianapolis, proved a revelation to those who had not followed association progress closely. At one session it was estimated that over nine hundred were present. This convention was presided over by President Shidler, who at the close was re-elected for a second term.

Every association member in the country will regret the retirement of Mr. Shidler from Hardware circles. He has proved a valuable counsellor, a firm friend and aggressive leader. The Indiana association is especially unfortunate in losing so forceful a president. We wish Mr. Shidler all success in his new venture, and extend heartfelt gratitude for his services of the past.—*National Hardware Bulletin*.

CORBIN CABINET LOCK CO. SOUVENIR.

Corbin Cabinet Lock Co., 21 Warren Street, New York, are distributing to their customers a beautiful mezzo-tint of a male lion, the only advertising noticeable on which is the name Corbin shown very unobtrusively on the padlock which securely fastens the king of beasts in his close quarters. It makes a very handsome picture in one's office and one which looks extremely artistic when framed properly.

ROGERS WINS THE GRAND AMERICAN HANDICAP.

Two hundred and sixty-eight of the best shots in the country took part in the Grand American Handicap Tournament held in Indianapolis, Ind., June 19 to 22. This event was attended by shooters from all over the country. The great event of the week was the Grand American Handicap, which was won by Mr. F. E. Rogers, of St. Louis, who broke 94 out of 100 targets from the 17-yard mark in a gale of wind, shooting Winchester Factory Loaded Shells. In each of the other three events on the program, Winchester Factory Loaded Shells or Winchester Repeating Shotguns landed in first place, making a clean sweep for these justly popular and reliable goods.

AS GOOD AS GOLD.

"As good as gold" is a proverb, and for an honest man there is nothing so good as gold. Anciently the Romans worshipped virtue and honor as gods. They built two temples which were so situated that none could enter the temple of honor without passing first through the temple of virtue. So while the temple of financial independence is the desirable place for a man to-day he must not forget to come into it through the temple of Honesty. Among the Greeks and Romans honor was more sought after than wealth, but to-day times have changed and the world bows down to and looks up to the man with the plethoric bank account.—*Optical Journal*.

SARGENT'S ORNAMENTAL HANGER.

We have received an extremely handsome display hanger, illustrated in bronze with a Sargent's Lock and Rose and Escutcheon, which emanates from Sargent & Co., New Haven and New York. It is intended to serve in an ornamental manner as a reminder to the man about to build that the best thing he can do is to "use Sargent's Artistic Hardware and easy Spring Locks" in the operation of doing so. It will make a ten strike wherever displayed.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

DETROIT, - - - - - 61 West Congress St.
G. T. NEWKIRK, Representative

| | | | | |
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| A. P. MITCHELL, | - | - | - | Secretary and Treasurer |
| <hr/> | | | | |
| HENRY HOPKINS, | - | - | - | Editor. |
| J. W. PENTZ, | - | - | - | Advertising Manager. |

JULY 10, 1906

Editorial Trade Review

When comparison is made with the unprecedented business of the preceding six months with that of any previous period of time, 1906 need not fear the comparison; for on all sides we hear of the unbounded prosperity in every channel of human endeavor from which an illustration may be had. There seems to be no slacking in the volume of trade, which is so customary at this vacation period of the year. The sales are certainly looking well on the books of daily entry and meet the dealers' manifest approval.

This is likely to be followed by an opulent July; notwithstanding the manufacturers find it difficult to fill their orders for Hardware staples and specialties, which they have received up to July first, and there are but few signs of relief in this respect noticeable in the growing factories. With every increase in facilities for manufacturing there is an abundance of trade that increases the output, and yet few, if any, surplus stocks can be found visible at our factories; all of which make deplorable conditions for the opening of the Fall season, which will surely be augmented by heavy orders now in preparation, from dealers who are coaxed and encouraged to order early.

June came near breaking all previous records for the month, and the sustained demand for goods, both large and small orders, will surely prevent any concessions in price, for which the dealers are hopeful at this time of the year. The anxiety will be to get the stocks that naturally are wanted from the manufacturers in due time. The only weakness that materially interfered was in the Nail market; but the recent meeting with the reaffirming of all prices, and the curtailing of output to stop loose quotations, had a due effect, and no changes are expected of any kind before August which encourages the buyer, and the temptation to make regular prices is removed.

The whole purview of the market for wire products and general Hardware is an eminently satisfactory one, and the prospects are so flattering that vacations, which are now the order of the day, may be enjoyed without any anxiety for the instability of the market.

Crop conditions could scarcely look better; every evidence is existing that they will compare favorably with the prosperity-crowned years of the past. Farmers have such an abundance of money they feel an irresistible desire to spend it.

The field of labor is without its periodical upheaval, and seems to be free from all tendency to break loose in an honest endeavor to improve conditions. Work was never so well paid for, nor were working hours ever so short.

The remarkable absence of spasmodic advances in prices, which were so freely prophesied early in the year, failed to reach an expression in more than an ordinary manner. The inability to deliver the goods, stifling the feeling to speculate on the future; the disposition to order the goods for stock earlier than usual for Fall trade, affecting retailers as well as wholesalers, and seems to increase throughout the trade, is a good move if it is made general, to foster which the dealer, we hope, will be steadfast and thus make the business less hazardous, the certainty of having the goods on hand, when wanted, offsetting any possible change in prices, or terms of payment.

EXPORTS OF MANUFACTURES FOR MAY.

Exports of manufactures from the United States in May, 1906, were larger than in any preceding month in the history of our export trade, aggregating over 56 million dollars, an average of more than 2 million dollars for each business day in the month. This is the showing made by the returns received in the Bureau of Statistics of the Department of Commerce and Labor. For the eleven months ending with May exports of manufactures aggregated 551 million dollars, an average of nearly 2 million dollars for each business day of the eleven months. For the month of May alone they are 8 million dollars in excess of those for May of the preceding year, and for the eleven months aggregate 58 millions more than in the corresponding months of the preceding year. These figures seem to justify the prediction that the total exports of manufactures for the fiscal year just ended will aggregate about 600 million dollars, against 543 millions in 1905, 323 millions in 1900, and 229 millions in 1896, having thus increased about 160 per cent. during the decade, while other domestic exports were increasing but about 76 per cent.

A comparison of the exports of manufacturers in the fiscal year 1906 with those of earlier years shows that the growth in the last decade has been much greater than that of any earlier decennial period. The total value of manufactures exported in 1856 was 31 million dollars, and in 1866, 49 millions, an increase of 18 millions. In 1876 the total was 102 millions, an increase during the decade of 53 millions; in 1886 the total was 136 millions, an increase of 34 millions during the decade; in 1896 the total was 228 millions, an increase of 92 millions during the decade, and should the estimate of 600 million dollars for 1906 prove reasonably accurate the increase during the decade ending with the present year should approximate 370 millions, the gain in the last decade having been four times as great as that in any earlier decennial term. The relative share which manufactures form of the exports also shows a marked gain, having been in 1856, 11.8 per cent; in 1866, 10.6 per cent; in 1876, 17.1 per cent; in 1886, 20.5 per cent; in 1896, 26.5 per cent, and in 1906, approximately 34 per cent.

The increase in the exportation of manufactures during the year, which has amounted to something more than 50 million dollars, occurs in a large proportion of the articles forming this large total of 600 million dollars, but chiefly in manufactures of iron and steel, manufactures of cotton, leather and manufactures thereof, cars and carriages, agricultural implements, mineral oils, furniture, paper, paraffin, scientific instruments, manufactures of indian rubber, manufactures of fiber, and other less important items. Under the general head of iron and steel, in which the increase during the ten months ending with April amounted to about 20 million dollars, locomotives show an increase of 2½ millions; metal-working machinery, nearly 2 millions; builders' Hardware, 1¼ millions; sewing machines, about 1 million; electrical machinery, about three-quarters of a million; typewriters, nearly a half million; pipes and fittings, over a half million; wire, about a half million; structural iron and steel, a little over a million. Agricultural implements show an increase during the same period of about 1½ million dollars.

Imports of manufacturers' materials also show a marked growth during the year. They aggregated 53 million dollars for the month of May, 1906, against 45 millions for May of last year, and during the eleven months ending with May, 1906, were 541 millions, against 483 millions in the corresponding period of the preceding year. This growth in the importation of manufacturers' materials is quite as strongly marked as that in exports of manufactures. For the twelve months ending with June the total value of manufacturers' materials imported seems likely to aggregate approximately 590 millions, or nearly as much as the value of manufactures exported. A comparison of this figure of manufacturers' material imported in 1906 with the statistics of manufacturers' material imported for consumption during earlier years shows for 1896, 281 million dollars; for 1886, 223 millions; 1876, 117 millions; 1866, 129 millions; and for 1856, 80 millions. Manufacturers' materials formed in 1856 26 per cent. of the total imports for consumption; in 1866, 30 per cent; in 1876, 25 per cent; in 1886, 36 per cent; in 1896, 37 per cent, and in 1906 will approximate 47 per cent. of the total imports.

Manufactures exported in 1906 exceed by about 60 million dollars the value of all manufactures imported, even including in the latter those partially manufactured articles brought into the country for use in manufacturing. Prior to 1898 the imports of manufactures were always greater in value than the exports of manufactures; since 1898 the exports of manufactures have exceeded imports in value, except in a single year, 1903. In 1860 the value of manufactures imported was five times as great as the value of manufactures exported; in 1870, about three times as great; in 1880, about two and one-half times as great; in 1890, about twice as great; and in 1898, as above indicated, the exports of manufactures for the first time exceeded the imports of manufactures and have, with a single exception, so continued to the present time.

DEATH OF GEORGE J. LAIGHTON.

George J. Loughton, former president of the Russell & Erwin Mfg. Co., died on July 1 at the home of his brother-in-law, Henry S. Lambert, in Asheville, N. C. Mr. Loughton retired from active business duties in January 1903, after having been identified with the Russell & Erwin Mfg. Co. for 40 years, from stock clerk to president.

George J. Loughton was born in Portsmouth, N. H., March 27, 1846, and after two years in a retail Hardware store there went to New York in quest of fortune. Having in mind possible employment with the Russell & Erwin Mfg. Co., he duly presented himself at its New York office with a letter of commendation from his late employers. As a result of the call, young Loughton was attached to the office staff and his first duty was to assist in making up an account sales of a certain class of goods sold in the Canadian market. About this time the California department of the business was organized, and its manager asked for his assignment to its force, and in July of the same year his wages were advanced to \$10 per week. From clerk he became buyer and then manager of the California department, the business of which grew to \$700,000 a year before the department was discontinued. Mr. Loughton's first wife was Miss Effie Hogg, who died in 1885. Some seven years later Mr. Loughton married Miss Bertha D. Mace, daughter of the late Judge Mace of Newburg. Since her death in May, 1905, Mr. Loughton has been feeble in health. Mr. Loughton was made a director of the company January 28, 1891; assistant treasurer February 15, 1893; treasurer February 27, 1895; vice-president February 19, 1896 and president January 28, 1898. It will be recalled that on severing his connection with the company, he was presented with a beautiful sterling silver loving cup of ample proportions, the gift of the selling staff, as an expression of its appreciation of their late chief's nobility of character, sterling integrity and attractive personal qualities.

Mr. Loughton was a member of the Hamilton Club of Brooklyn, of the Hardware Club of New York and of Plymouth Church.

AIM HIGH.

There are some people to whom any one can sell goods if they want to buy and have the money; others are fastidious in their tastes. The ideal salesman prepares himself to meet the highest demands and then depends upon the superlative degree of his abilities to cover all the minor classes.

It is always more enjoyable to sell goods to the best people; not the pseudo-aristocracy but the true gentlemen of broad mind and liberal understanding, and it is for this particular kind of customers that the young clerk should aim to fit himself. A refined, cultured customer likes to deal with a salesman of his own class; anything less is apt to rasp his sensibilities, even though he may be too much of a gentleman to admit it. Such a salesman too at once commands the respect and confidence of the most ignorant workman providing he has good sense mixed with his culture. A fop wins the respect of no one, but to be polished enough to give even the frills and ruffles of society polite atten-

tion does not mean to be a fop. A true gentleman is agreeable to all classes and his range of usefulness extends over a far greater variety of customers than that of any of his fellows. A striking instance of this in commercial circles is the average bank cashier who is sufficiently polite, polished and courteous to please those who are accustomed to polite attention; does the day laborer show displeasure at the same courteous treatment? It is the salesman who prepares himself to please the best people who will be the most successful for himself and his employer.

PERSONALITY NEEDED IN BUSINESS.

By B. A. CHAMBEAU.

Personality, someone's personality—and it should be that of the owner or manager—must dominate any business that is to be successful. It is as essential that a business throb with the personality of the manager, and so loudly and clearly that the public can hear it, as that a novel or picture show in its structure and treatment the unmistakable imprint of its creator.

Now then, some men have mighty unpleasant personalities. As every trade draws all manner of men to its following, there are certain to be some among my readers who have personalities that are not liable to please their public.

There are others among us who cannot be said to have much of any personality.

A man belonging to either of these classes should not be discouraged. You who have the sort that does not take, change it, or hide the imperfections. You who have none to speak of, cultivate one. Both things can be done and have been done thousands of times by men in all professions and callings. To put the proposition more plainly, trade-winning personality consists of being two things—a great hustler and very obliging, and continually impressing on your public the fact that you are those two things. In vulgar parlance, put up a front.

It isn't enough, you see, that you hustle; you've got to make people realize that fact. Let them know that you do things, are always doing things—do more things than your competitors. Make a big sound. Do it right, and we won't call it noise but the music of trade. Neither is it enough that you be obliging without letting people know it. There are a hundred and one ways, yes more than that, of being obliging to people and making them quite sure that there is nothing under the sun that is reasonable that you wouldn't do for them, when all the time you are being refreshed by the delicious assurance that you are obliging yourself by increasing the number of your friends and the size of your trade.

Obligingness is a boomerang, one of the kind that kicks back pleasantly.

I have the Bible to back me up in the foregoing statements, for are we not cautioned not to hide our light under a bushel? There would be more successful retailers if we all sang that exhortation unceasingly to ourselves.

But I do not, and doubt if you do, care for platitudes and general advice unless they lead up to something specific, so we'll hypothesize a case, a man and his business, on which to hang our specific illustration of the proper use of personality.

Jones was a very ordinary chap, externally; no one had ever accused him of laziness, nor did anyone anticipate that he would ever set the world afire. But Jones had a highly organized idea tank. Good healthy ideas were conceived and flourished in his ordinary looking cranium like mosquitoes in a Jersey swamp.

Jones might have got along just as well, perhaps, if he hadn't possessed a head that originated ideas, for there are always lots of other fellows turning them out for our adoption and adaption. But it just happened that Jones had an idea tank of his own.

No matter how he started in business—he started in a small way, in a locality some men would have called poor, but that he felt satisfied with. "There's something in being well located, but there's more in having brains," said Jones.

Jones realized the need of personality, and his lack of it, and straightway set his idea machine at work.

He figured out that it wasn't enough to tickle one or two of the customer's senses. He sat down at his desk and wrote this:

"I am going to hustle and be obliging, to appeal to people's vanity." So Jones began to advertise, and he didn't tune a lay of cut prices either. "The people I want to sell to are the people who want the best. I have the best and I will get the people. Not only must I have a clientele that I shall be proud of, but I shall make my place the only one at which that clientele will deal."

Thus mused Jones, and, musing, began to advertise. He advertised only in the papers that circulated among the best people. And right here is something worth remembering; bring the best people to you and the others will follow. Broadcast advertising of a kind that does not appeal to the best people is, except that touching your own neighborhood, lost, for the lower classes will not hunt up the advertiser—except for cut prices—

but will buy wherever they happen to be. Jones' advertising was dignified, but sprightly. It was instructive. It told why he should be patronized, because he had the newest and best, and because it was the place the best people patronized—the modish place to buy. Jones asserted that, and, of course, no one publicly disputed him. Things oft reiterated and never questioned are eventually accepted as facts. Jones "drummed" daily and tactfully, his way into the best people's attention, and soon his claims to popularity became actual facts.

You see, Jones did what certain successful manufacturers have done. He became the standard of excellence. It hurt a person's pride to admit that he bought at any other place than at Jones'.

And Jones got them going as well as coming, for he kept up his incessant, subtle flattery when they reached the store. There's where his personality came most into play. In his advertisements it was Jones' place, but in the store it was Jones himself.

For Jones was always there. He adhered to the principle that the manager should himself meet as many of his people as he could. He fixed new faces into his memory. He instructed his clerks always to address him, when they did at all, by his name, prefixing it, of course, by a "mister," speaking it so clearly the customers around should hear. The result was that every one who came to the store soon knew Jones by sight.

What good did that do? A lot. People like to be recognized by the one "higher up," wherever they may go. Jones tried to get around to wait on the most prominent customers, and being known to them personally, he was spoken to and could himself speak more clearly than if he were a clerk. He always sought to make a good impression, and his bearing and remarks never offended the most exacting vanity, and very often gave its fur a gentle stroke the right way. To customers, big or little, whom he could not serve himself, he usually contrived to get a nod and smile before they were out of the door. So Jones got the reputation with the upper class of being a "gentleman," and with other classes as "such a nice man."

And now Jones is getting rich, and all because he insisted that the best people bought of him and never bought elsewhere and just made them subconscious by defending that claim or wish to be classed among the "best people" by actually buying from him.

Jones was naturally a slow-moving man, but he practised rapidity of motion with both hands and feet, for he estimated at its right value the psychological effect of sprightliness upon both his clerks and his customers. And, besides, more was accomplished in a given time. So his personality dominated every one of his employees, to whom, by the way, he never forgot to be courteous and considerate, and he had the most efficient staff you ever saw.

SOME FACTS TO REMEMBER.

By FRED A. GANNON.

In buying or selling goods, always remember:

That the standards of living are advancing.

That men and women have more money to spend for Hardware to-day than ever before. The average wage of to-day will buy from two to a dozen times as much, or many, articles, as did the average wage of the early period of this country.

That standards of society now demand neatly kept and well painted houses.

That the man to-day wants a spring lock on his front door and keys for his family. Grandfather barred his front door with a wooden joist, and he and the children came in the back door.

That the man of to-day wants burglar-proof fasteners on his windows. A stick, or a nail, sufficed grandfather.

That the man of to-day shaves daily with the safety razor. Once a week, with a big sword-like blade, satisfied grandfather.

That the farmer of to-day wants a motor pump or other supply of running water. His grandfather went to the spring with a bucket, or gathered the rainwater in a barrel.

That the woman of to-day wants a washing machine. Her grandmother cultivated curvature of the spine every Monday morning.

That the mechanic of to-day demands many keen tools. His kit would amaze his grandfather.

That ready made, iron or wire, fences are artistic and economical. A stone wall or a rail fence surrounded the old homestead.

The boys of to-day want stylish, shiny metallic skates. Grandfather's wooden skates, with their curling toes and well defined quiet, still hang in the attic.

That Hardware for the home to-day must be artistic as well as serviceable. The crude hand wrought Hardware on the old farm looks as homely to-day as a bonnet of the 18th century.

That people are always wanting something better, something that looks a little better and that wears a little better, and they

are willing to pay a little more for goods that will save them time and add to their pleasures.

That time can be saved and pleasure gained by the introduction of new ideas. That trade papers present new ideas to the retailers and that retailers who offer new ideas to the public prosper.

That the way to prosper is to build up, not down, and that to build up one's business, one must build up himself, his store and his customers.

A SIMPLE ADV.

"We expect a full line of blankets in next week and will probably have something specially attractive in our windows. Come in and look us over."

The salesman gave the invitation to his customer along with the package he was wrapping in a voice that savored more of personal than commercial interest. Not a word about selling him anything.

"How did you know that man was interested in blankets," asked a younger clerk who was willing to learn, after the man went out.

"I don't. I only know he owns some horses. If I had asked him he would have told me that he was not; then I should have had to batter down his opposition before I could hope to get him interested; in other words, would have had him in a negative frame of mind. Now, if he can make it at all convenient he will be pretty sure to look our window over when it is ready and if it pleases him, will be in to see the goods. Then, chances are, we will make a sale; at least we have a good many times just on the strength of these little personal attentions. People like to be remembered personally, you know, and these little man-to-man invitations, though they cost so little, form the strongest pulling ads. a store can have."

THE FEELING OF INDEPENDENCE.

It is the tendency to decry this disposition of the Americans to worship money, but to me there is nothing more natural, for although money of itself is of no consequence, yet the feeling of independence it gives is the most satisfying thing in life. Young man, if you are not putting away a stated sum of money each week out of your salary you are slowly forging a chain around your leg to which will one day be fastened the heavy ball of Habit that will make you finish your life working for some other man who in the end will some day die and leave his business to his son who in turn will tell you that you are too old and will dump you out on the cold world like a broken down street car horse. If you want to be able to say to your boss that your salary is not enough, and you are thinking of leaving, you have got to have a few bones hidden away in the ash heap to make good your bluff. Don't you dream for a single instant that the old man don't know how you are fixed and how much you need your job, for he *does*. Begin it next week.

D. C. W. in the *Optical Journal*.

A SUCCESSFUL MAN.

According to the convictions of many young people, and perhaps, I might say, in the eyes of those classed among the older and wiser heads as well, the successful man of the day is the one who has discovered the manner and method by which the acquisition of material wealth is considered to be the only object in life worth striving for. But such is not the case. Many men who are not money makers have in them the elements of great success, as in my opinion a man who goes through life and retains the good opinion and respect of his fellow citizens, holds elevated positions of public trust, and always faithfully carries them through, is upright, true and honest in every way well deserves to be called a successful man.

Money making is frequently a gift, which is born in some men, but the possession of money is too often the ruin of otherwise good men. True it is that the love of money is said to be "the root of all evil," yet I do not belittle the art of money making nor the necessity of it, but the one who can deliberately make money his god, or allows himself to be valued as a money maker only, is not worthy to be called a successful man.

The true man will live each day in such a manner that he can when he seeks his couch at night, subject the work of the day to retrospection, and honestly say to himself that he has without doubt done his best, and be willing to take the consequences. If he has made a mistake he will resolve never to make the same one again, so that when he nears the end of life he can look back with pride on a record so established, and feel that the fortune he leaves is such a one as will serve as an example of uprightness and be worth more to his heirs than any money which he has accumulated.

T. G. W.

AUTOMOBILE IMPORTS, EXPORTS, AND MANUFACTURES.

More than 4 million dollars' worth of automobiles will have been brought into the country during the fiscal year, and more than three million dollars' worth exported during the same time. Figures of our foreign commerce in automobiles, as announced by the Department of Commerce and Labor through its Bureau of Statistics, show the value of automobiles imported in the eleven months ending with May to have been \$3,502,244, and of parts thereof, \$378,389, while exports thereof during the same months amounted to \$2,957,748. It is apparent, therefore, that the figures for the full fiscal year will show more than 4 million dollars' worth of automobiles and parts thereof imported and more than 3 million dollars' worth exported.

Meantime the manufacture of automobiles in the United States has amounted to presumably more than 26 millions of dollars, since the Bureau of the Census has recently issued a preliminary statement which shows the value of automobiles manufactured in the United States in 1905 at \$26,645,064. This figure includes amounts received for custom work and repairing and value of products other than automobiles; but as it does not include automobiles, valued at \$879,205, manufactured in establishments engaged primarily in the manufacture of other products, it may probably be safely set down that the value of automobiles produced in the United States approximates 26 millions of dollars and the imports 4 millions, and that out of this total of 30 million dollars there was exported about 3 million dollars' worth.

The rapid increase in the use of automobiles is shown in a marked degree both by the figures of the Bureau of Statistics and those of the Bureau of the Census. The value of automobiles manufactured in 1900 is given by the census figures at only \$4,748,011 and in 1905, as above indicated, at \$26,645,064. The Bureau of Statistics figures will show approximately 4 million dollars' worth of automobiles imported in the fiscal year 1906, against less than 2½ millions in 1905, about 2½ millions in 1904, and about 1 million in 1903.

Of the 3 million dollars' worth of automobiles exported in the fiscal year just ending, about one-half goes to Europe and most of the remainder to Canada, Mexico, the West Indies, and Australia. The details of distribution have only been worked out for ten months of the present year, but they show the value exported to the United Kingdom at \$616,177; to Canada, \$435,850; to Mexico, \$293,002; to Italy, \$227,588; to West Indies and Bermuda, \$224,676; to France, \$170,601; to Australia and New Zealand, \$148,124; to South America, \$61,780; to Germany, \$57,259; to British East Indies, \$31,046, and to Africa, \$26,925. Of the imports, fully two-thirds came from France and practically all of the remainder from the United Kingdom, Germany and Italy, in about equal proportions.

The industrial effect in the United States of the increased use of automobiles (while it can not be fully measured because of the large number of people employed in their care, repair, etc.,) is indicated in some degree by the figures of the census, which show that the number of wage-earners in the automobile manufacturing establishments of the country increased from 2,242 in 1900 to 10,239 in 1905; that the wages paid increased from \$1,320,658 to \$6,178,950; the salaries of officials, clerks, etc., from \$294,770 to \$1,060,425; and that the materials used, which of course largely represent labor, increased from \$1,804,287 to \$11,658,138.

The importance of the automatically propelled vehicle in its relation to the commercial and industrial development of the undeveloped sections of the world is suggested by a study of the figures of exports of automobiles to the various countries and continents. Lack of transporting power whether in the form of horses, canals, or railways has been one of the greatest obstacles in attempts to develop the mountain, desert, and tropical regions of the world; and the fact that the automobile, whether built primarily for passenger transportation or transportation of freight, is being rapidly adopted in those regions in which animal power is scarce suggests great possibilities in production and commerce through the use of vehicles of this character.

Reports from United States consuls and others have shown the practical application of automatically propelled vehicles in many of the comparatively undeveloped countries, especially in the Tropics, including Mexico, the West India Islands, South America, Africa, India, the Malay peninsula, Java, China, Japan, and the Philippine Islands, all of them sections in which animal power for transportation is extremely scarce and development delayed by reasons of that scarcity. The proportionately large exportation of automobiles to sections of this character is a suggestion of the practical uses apparently being made in those countries of this class of vehicles. About 20 per cent. of the automobiles exported from the United States in the year just closing went to Mexico and the West Indies, while only about 7 per cent. of the other exports went to those countries.

The export trade in automobiles has advanced rapidly in recent years and suggests a probably rapid growth in the near future. The total value of automobiles exported from the United States in the ten months ending with April, 1906, was \$2,473,-

207, against \$1,876,063 in the corresponding months of 1905 and \$1,542,535 in the corresponding months of 1904, and thus indicates that the automobile may take the place in our export trade of bicycles, of which the exportation has fallen from \$7,005,323 in 1897 to \$1,378,428 in 1905. The exports of automobiles from France were, in round terms, 10 million dollars' value in 1903 and 20 millions in 1905.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

LANDLORD AND TENANT—EFFECT OF TENANT'S SICKNESS

QUESTION: I leased a house for a year for \$200. I intended to leave at the end of the year, but owing to the serious illness of a member of my family, I was obliged to remain over for about fifteen days after my lease had run out. I could not have moved earlier without danger to the life of this member of my family. The landlord now claims that he has the right to treat me as a tenant for another year and to collect rent from me. Has he that right?

REPLY: He has not. The general rule of law is that where premises are leased for a definite term of one year at a fixed rent and the tenant holds over after that term expires; the landlord may treat him as a tenant for another year and collect rent accordingly. But this rule only applies where the tenant's holding over is voluntary. Where the tenant is obliged to stay for a few days in order to avoid the peril of exposing a member of his family to danger and death, it cannot properly be said that he is acting voluntarily, any more than if he had been detained in the house by the police.

TENDER NOT VALID IF RECEIPT IN FULL DEMANDED.

QUESTION: I did a piece of work for a person on a wagon which came to \$20. He claimed what I did was worth only \$15 and offered me \$15 in full payment and demanded the wagon and a receipt in full. I refused to give it up until the \$20 was paid, and he now says he will sue me. Can he do so?

REPLY: There can be no question that you had a lien on the wagon for your work and had a right to keep it until the lien was discharged, either by payment or tender. The tender of \$15 was not good because it was accompanied by the condition that you should accept it "in full" for your work. A tender to be valid must be absolute and free from all conditions. It follows that you are entitled to retain the wagon.

NATIONAL BANKS—EFFECT OF CHARGING USURIOUS INTEREST.

QUESTION: What is the effect of a national bank lending money at a greater rate of interest than the law permits in the state where it is situated?

REPLY: The U. S. Revised Statutes provide that any national bank may collect interest at the rate allowed by the laws of the State or Territory where the bank is located and no more, except where by the laws of any State a different rate is limited for State banks, the same rate shall apply to national banks located therein. The statutes also provide that the taking, or charging of a higher rate of interest, when knowingly done, shall be deemed a forfeiture of the entire interest on the debt. It is also provided that in case the greater rate of interest has actually been paid, the person by whom it has been paid may recover back twice the amount of the interest thus paid, at any time after two years for the usurious transaction.

FATHER WHEN LIABLE TO PAY FOR HIS DAUGHTER'S SERVICES.

QUESTION: A daughter stays with her father during his declining years and does the work of his household. In case he dies without leaving any will, can she recover anything for her services in addition to her share of his estate?

REPLY: Not unless there was an agreement between the father and daughter that she should be paid for her services. Ordinarily such an agreement will be implied where one person performs work with another's knowledge and for his benefit, but this presumption does not apply when the parties stand in the relationship of parent and child. In such a case in order to make the father or his estate liable for services performed by the child while a member of his household, there must be some evidence of an express agreement to pay for them.

AN "OLD TIMER'S" LETTER TO HIS NEPHEW.

MY DEAR NEPHEW:

I am glad you took that position in the Hardware store. It is one thing to want to get to work and quite another thing to want it so badly that you take the first job you can get. Some fellows there are who say they want a job, but for some reason or other they are constantly looking for a position. The reason is, that in reality these chaps do not want to work, always waiting for something to turn up, instead of getting right down on their hands and knees and turning up the stone, under which lies the bait with which a fellow can catch his fish.

And I am glad my boy that you are going into a Hardware store; it has always seemed to me that selling Hardware was just about as manly a job as any fellow could find and where Hardware is sold you will find men. In this age of female commercialism you have found one job in which the girls will not be competitors, even those department stores handling Hardware finding it necessary to have men behind the Hardware counter. You will find it a hard business in more ways than one, but you will also find it is a man's position and men are made for hard work and you will find hard work will help to make you a man.

Now, I do not wish to give you too much advice; you will probably have plenty of that given you, but there are two things which are absolutely essential to your success. The first essential has been taught you at home and that is honesty. The second you will find to be in the knowledge of your business and in the use of this knowledge. You have probably heard it said, "knowledge is power," but knowledge only becomes power when it is used. Therefore, you will remember that it is the use of knowledge that is power. Learn all you possibly can about the Hardware business, first by learning where everything in the store is kept; make it a point to be the first fellow on the job and the last one to get through at night, and be busy every minute of the day.

You may be interested in the experience of another fellow I have heard about, over in a New England town a few years ago. When I was in a Hardware store in which his boy was employed I asked the proprietor for the last copy of a certain Hardware journal. After looking for a moment for the copy of this trade journal the proprietor said: "I remember now, one of our boys asked me if he could take that paper home every week, as he wished to read it thoroughly. It will be back here to-morrow if you want it. He keeps it a couple of days." In commenting further on this subject the Hardwareman said, "There is the boy over there. He is learning the Hardware business, learning it in every way possible, not only by studying trade journals and catalogues, but asking many questions. That young fellow will be manager of this store some day," continued the Hardware man. "Look at him over there now, rearranging and dusting those cans of mixed paint. He has been in my employ less than a year but if anything is wanted from upstairs or down in the cellar or out in the warehouse he is the one to go, for he knows where everything is and he can tell the price of almost everything in the store. He is the best clerk we have ever had."

Now, last winter, upon soliciting business in this same store, I found that boy of three or four years before to have become practically the manager and one of the most intelligent buyers in the country. I spoke of the fact to the proprietor who also remembered of speaking of this boy on a previous occasion. "Yes," continued the Hardware man, "that boy is going to succeed; in the first place he worked hard to learn all he could of the business, and has made himself of so much value that I practically leave most of the buying and much of the managing of the business to him."

I only speak of this, nephew, to remind you that the future is just as good in positions for young fellows as has been the past, and I want you to remember that most of the successful merchants to-day were once clerks, and by adapting yourself and keeping ever in mind the one idea of being a successful Hardware man, you are bound to succeed.

I am interested in your success and I want to hear from you and I want you to remember that your old uncle has an eye on you and expects great things from his nephew. Write me.

Your Uncle Ed.

The Doctor's Daughter—Papa, can you fix dolly? I operated on her and all her utensils are coming out.

Student—I don't think I deserve an absolute zero.
Professor—No, sir, neither do I; but it is the lowest mark I am allowed to give. Good day.

SEARS, ROEBUCK & CO.

Sears, Roebuck & Co., Chicago, have recently been incorporated as a New York corporation, succeeding the Illinois corporation of the same name, with an authorized issue of \$10,000,000 preferred stock and \$30,000,000 common stock. In this connection a detailed statement fuller and more complete than has heretofore been made public, is given of the business of the company. It appears that the company's sales in 1905 amounted to \$38,708,526, while for the first five months in 1906 the total sales aggregated \$20,322,160, as against \$14,247,794 for the similar period in 1905.

The officers of the company state that it sells this enormous output without the extension of any credit, the terms being "cash before delivery;" that the business is distributed among upward of 6,000,000 customers in all parts of the United States, whose orders for merchandise are received by mail; that the incoming letters averaged for the past year about 75,000 per day; that the newly completed buildings for handling the merchandise and for administrative purposes cover a large part of 37 acres of land in the city of Chicago, and that the foregoing does not include any of the various manufacturing concerns in which the corporation owns a controlling interest.

NET PROFITS AND SALES.

The following statement is made of the net profits of Sears, Roebuck & Co. for the four years ending December 31, 1905, over all charges, as follows:

| | |
|------|----------------|
| 1902 | \$1,215,824.75 |
| 1903 | 1,768,599.07 |
| 1904 | 2,276,871.24 |
| 1905 | 2,868,661.31 |

The sales of the company during the years above mentioned were as follows:

| | |
|------|--------------|
| 1902 | \$16,416,792 |
| 1903 | 24,000,264 |
| 1904 | 28,711,693 |
| 1905 | 38,708,526 |

COMPARATIVE STATEMENT OF SALES.

The principal departments into which the business of the company is divided and the sales of each of these departments during the past three years is here given as follows:

| Departments. | 1903. | 1904. | 1905. |
|---|-------------|-------------|-------------|
| Furniture | \$1,598,642 | \$2,013,858 | \$2,945,008 |
| Jewelry and Silverware | 1,075,598 | 1,209,150 | 1,454,432 |
| Groceries | 687,553 | 983,512 | 1,687,993 |
| Drugs and Surgical Inst's. | 504,520 | 661,445 | 709,520 |
| Harness | 638,946 | 724,812 | 1,066,181 |
| Vehicles | 1,008,747 | 1,121,066 | 1,406,021 |
| Musical Goods | 983,895 | 1,125,357 | 1,337,066 |
| Clothing | 2,504,786 | 2,779,657 | 3,430,093 |
| Dry Goods and Carpets | 1,484,346 | 2,006,716 | 3,070,472 |
| Men's and Women's Furn. | 1,220,042 | 1,777,486 | 2,388,011 |
| Shoes | 944,582 | 1,449,578 | 2,432,210 |
| Ladies' Cloaks, Waists, Furs | 1,056,472 | 1,554,884 | 2,111,298 |
| Bicycles | 738,837 | 497,262 | 634,041 |
| Stoves | 1,818,291 | 1,844,864 | 2,803,710 |
| Sewing Machines | 1,387,245 | 1,323,489 | 1,317,709 |
| Books and Stationery | 301,400 | 318,148 | 374,217 |
| Paint and Wall Paper | 454,516 | 700,469 | 910,381 |
| Agricultural Implements | 472,816 | 480,990 | 650,099 |
| Hardware and House Furn. | 2,373,430 | 2,862,366 | 4,506,415 |
| Millinery and Notions | 793,443 | 1,013,186 | 1,180,771 |
| Photograph, Phonograph and Optical Supplies | 583,888 | 675,408 | 897,716 |
| Sporting Goods | 1,338,777 | 1,421,594 | 1,548,317 |
| Binder Twine | 40,993 | 65,929 | 81,599 |
| Electrical Goods | 54,747 | 90,755 | 153,091 |
| Seeds and Bulbs | | | 20,103 |

The facts thus presented call for careful study on the part of those engaged in the Hardware and allied trades, whose goods form so large a proportion of those marketed by the mail order house. Conclusive evidence is thus afforded of the formidable competition which the retail dealers of the country are called upon to meet.

A Kansas woman, Mrs. A. J. Stanley of Lincoln, has been awarded a prize of \$250 by a Boston firm for the best answer to the question, "What constitutes success?" She wrote: "He has achieved success who has lived well, laughed often and loved much; who has gained the respect of intelligent men and the love of little children; who has filled his niche and accomplished his task; who has left the world better than he found it, whether by an improved poppy, a perfect poem or a rescued soul; who has never lacked appreciation of earth's beauty or failed to express it; who has always looked for the best in others and given the best he had; whose life was an inspiration; whose memory a benediction."—*Kansas City Star*.

MANUFACTURER AND MACHINERY DEALER AND HIS ADVERTISING

To one in business there is a wide difference in the status of advertising as it is regarded by the general advertiser and the seller of machinery, mechanical appliances and the like.

With few exceptions the latter, using almost exclusively what are termed the technical and trade journals, doesn't take the matter of advertising very seriously. And this may explain much. There is a vague, indefinite feeling that there is good in it and that it is the proper thing to spend something during the year to keep one's name up. And so the thing is done, but without any great expectations, or the expenditure of more than the minimum enthusiasm.

If, when the twelve months have passed, there are any convictions arising from the experience, it is the belief, more or less openly expressed, that advertising on the whole is a nuisance and altogether the most unsatisfactory thing the advertiser spends his money for.

And mostly he's right.

There is no going back of the fact that what one gets out of advertising is largely determined by what is put into it, and this in turn depends upon the degree of interest and enthusiasm which the work engenders.

It would seem that there is mighty little but money put into the advertising end of the business by the average machinery dealer to-day, and that is mostly *just put in*.

There are reasons, of course, why this is so.

Triple expansion engines, coal handling machinery and the like are not universal necessities, to be sold by the gross or carload; neither do they suggest great possibilities as the basis for a mail order business.

The trade from advertising products of this character must come most frequently in devious indirect ways (as it usually does) and its propagation calls for a full allowance of faith, patience and time.

Clearly the situation does not make for the highest degree of enthusiasm.

Seldom, too, in manufacturing concerns is there anyone of the right caliber who really wants to attend to the matter; can't take the time from other duties; thankless job, and all that. And so the work is tossed from one desk to another, until it has gone the rounds of the office and become the most bedraggled and neglected part of the business.

Someone will some day take the time to give this important aid to the selling organization the attention it deserves, and so realize what a big and vital matter advertising really is and how much it can accomplish under the right conditions.

For the present, few, even among those who have some real faith in its value, are willing to admit off-hand that advertising can do much for one's own business as it has done for that of his neighbor in trade.

And this because of the belief that *his* is a "peculiar" business and therefore one to which the usual usages and methods of procedure may not properly apply.

And what if it is granted *instantly* that this is so?

It simply proves what men of experience well know, namely, that every business must be considered of and by itself and the advertising adapted to meet the conditions which obtain in each individual case.

If users of advertising space in the technical and trade papers knew the good that would result from a systematic and dutiful attention to their advertising, instead of the happy-go-lucky way in which this end of their business is usually conducted, they would no longer miss the fine possibilities it affords.

Advertising is no longer all theory; much has been proved.

It has developed from a business man's rattle into a mighty serious business, and indeed comes very near to being a science.

Many extremely bright and ambitious men have been drawn to it, and have given it of the best that is in them. The result has been the uncovering of possibilities that cannot be overlooked by the serious, earnest merchant or manufacturer who would not only progress but survive.

In order, however, to go at the matter properly, one must recognize at the start that the advertising will not safely run itself; neither can its management profitably be intrusted to the tender mercies of a junior clerk or office boy. Also that it does not pay to make contracts for the fun of seeing one's name in bold type, or because the "solicitor" is persistent and a "good fellow." That really isn't good business.

More than all must come the conviction that it is necessary to give this department of a business.

More than all must come the conviction that it is necessary to give this department of a business the same thought, labor and financial support as is extended to others if the results are to be correspondingly satisfactory.

The matter of advertising naturally comes within the scope of the sales department and should be considered in conjunction with it.

Working in accord with the sales manager, the men on the road and the branch offices, it can accomplish much to the advantage of all.

Just as soon as the matter of advertising is talked about there is a noticeable quickening in the business life of a concern as a whole; when it is actually entered upon, the benefit is decidedly apparent. Every one appreciates the fact that something is being done by "those higher up" to push things, and each instinctively gets to work with a surer grip in the effort to make good.

The branch offices and men on the road gradually feel the movement of the vital forces in motion at the other end of the line, and strive in turn for a better showing partly from a natural pride in pulling their share, and partly that they, too, may reap the greater benefit from the help thus given, while it is to be had.

The result is a vim and "go" that breed dollars.

There is nothing else quite as sure for good in a case of "dry rot," threatened or arrived, as advertising.

Neither is there anything more reliable as a general business tonic.

The purpose of advertising, briefly, is to create new business and hold that which has already been created.

And if it is of the right sort, it will do this.

Advertising fathers opportunity for both buyer and seller.

It brings one's product to the direct notice of the trade or the consumer.

Through advertising it is possible to reach many out-of-the-way markets of the world, where the man with the trunks and the grip-sack could not seek orders profitably.

It will, moreover, pave the way in splendid shape for these hard-working pioneers of business as they wind their way through the great commercial centers, and make the catalogue, or other business literature which naturally follows, both welcome and of more than passing interest.

Beyond all this, an original, forceful line of advertising is proof convincing to the world at large that the concern back of it is a stirring and progressive one, that it is doing things in a big, broad-gauge, twentieth century way; and you and I and everyone else like to do business with just such people.

Seeing is still believing, mostly, and one feels that such folks are dependable.

Business conditions are changing, and where, as is so largely the case to-day, the buyer and seller rarely have a chance to meet face to face, there is no better or surer way for the seller to get known than by being fittingly and persistently represented in those publications which cover the various industries it is desired to get before and cultivate.

The acquaintance and reputation which can be acquired in this manner will often decide the direction in which orders are placed, and, of a certainty, cannot be gained as economically or expeditiously by any other means.

The value of advertising, also, for securing representatives in various and remote sections of the country should not be overlooked.

It very often occurs that business connections are made with individuals and concerns of reputation and standing who are led to seek an agency because of the vigorous advertising that is done by the enterprising manufacturer; which also makes his goods easier to sell than those less well known, and thus profitable to handle.

The trade press as a whole is steadily making for a better average, and there is scarcely a profession, industry or field of commercial activity that has not its publications of worth devoted to its special interests.

One may therefore pick and choose his battle-ground fairly, and plan the campaign for more trade to suit his inclination and his purse. It is thus made practicable to "try out" new or promising fields, and so size up the possibilities afforded before going into an expenditure of time and money which might other-

wise attain large proportions and prove unprofitable after all.

Of necessity, to reap the maximum results from advertising, especially machinery advertising, the matter must be taken in hand in a serious, systematic and business-like way.

It is all one man can do and do well, and to try to crowd the work in along with other duties is to invite failure at the start.

The thing simply cannot be handled in such a way and be made to pay.

Advertising to-day is a big and growing proposition. It costs a good deal in time and money and needs a brainy man with tact, and a wide experience back of all to make it pan out satisfactorily.

There should also be judgment at command that is sound, a capacity for investigation and comparison of values, which comes only to a mind trained to the work, with the ability to take favoring opportunity as it may develop, and make the most of it in an advertising way.

All of which may be secured if the desire is both keen and sincere.—*W. Hull Western, of the Manufacturers' Advertising Bureau.*

WHY FISHING TACKLE IS A PROFITABLE LINE.

All merchants, no matter what line of business they are engaged in, know that it is not so much the amount of trade that they handle as the profit on their goods that will make them rich. As a corollary to this it may be stated that the more profitable a line of merchandise, the more difficult it is to handle successfully. Goods in which the competition is most keen must be sold on a close margin and consequently, they bring the smallest margin of profit. Some goods must be sold close. Much of the stock in any store must be sold with little profit. For example, it would be hardly possible to conduct a Hardware store without carrying a stock of nails, and it also would be impossible to sell these goods to large buyers—to contractors or to builders—anywhere in the East, at a profit large enough to pay the running expenses of the store. Now, this being the case, the wise merchant, says the *Sporting Goods Dealer*, is the one who is constantly on the lookout for any line which pays a good profit, and at the same time will find a ready sale. The sporting goods and Hardware dealers must also realize that each year their fields are being encroached upon by dealers in other lines—the modern house, the general store, the department store, and in some cases the competition is making itself felt from the jobbers in nearby towns. The dealer, therefore, must make an effort not only to hold his present trade, but to take advantage of changing conditions.

"How to enlarge my profits without noticeably increasing my expenses." This is a question that nearly every thoughtful merchant is asking himself, and this best can be accomplished by gradually adding profit-making lines to his business. One such line is fishing tackle. In the Hardware business no branch pays a better profit than sporting goods, and nothing in sporting goods can be made as profitable as fishing tackle. This branch of the business has great possibilities. The trade is only in its infancy. Each year the ranks of the old enthusiasts are being added to by a large number of boys and young men, who are for the first time taking up the sport of fishing. Unlike many other outdoor sports or games, fishing is not a fad. A man who has once been a fisherman always remains so. Another reason for an increase of these goods is because good fishing each year is made more possible. The millions of fish that are being planted every year by the States and Federal Government is having its effect now in making it more easy for a sportsman to find a place to use his tackle. A few years ago, if a man was run down from overwork or worry, his physician would recommend a sea voyage. To-day he would be told to take a trip in the woods—to spend a few weeks camping, and this is giving men an opportunity to find the rare sport in fishing and in consequently making an increased and large demand for the goods.

Men are buyers of fishing tackle and men are customers of the sporting goods and Hardware stores—consequently it is these dealers who can best handle this line of goods, and it is the most natural place for the sportsman to look for his tackle. It is also true that the larger assortment of fishing tackle and better display of fishing tackle that is made, the greater amount that will be sold. It is possible for a boy with a 5-cent line and a pin fish hook to catch fish. Every man realizes this; also he realizes that the best sport can be had not in the number of fish that he gets as much as going after them and preparing for the trip. So it is that the better display that is made the more goods will be sold, as fishing tackle more than almost any other line of merchandise is largely purchased because the fisherman thinks that with it he will have better sport. If it appeals to the eye it will find a sale, and it can not appeal to the eye unless it is well displayed. In putting in the line of fishing tackle it is of great importance to start right—to have the goods that are best

adapted to local trade. A dealer being located in a country where most of the fish are trout would be very foolish to put in a stock of heavy bass or salt water tackle. It would not sell and he would soon become discouraged with the trade. It is, therefore, of great importance not only to have a well assorted line, but to have one that is made up of goods that are used in the locality in which the dealer is. Also, in putting in a new line of fishing tackle, like any other class of merchandise, it is of great importance to have the goods at the right prices. Therefore, the line should be purchased of a manufacturer who would be able to put the dealer in a position to meet any competition and yet the dealer should not over-buy. Fishing tackle being seasonable goods, the stock should be kept fresh. Each year new articles are brought out and, therefore, the stock should be purchased with care.

GREAT ORIGINALITY SHOWN IN LURES.

In the matter of new and original lures for the taking of game fish, there has been astonishing advancement. Every sort of device, from those which closely resemble some small insect or minnow, to those which resemble nothing ever seen on the earth or in the waters under the earth, have come out; strange to say, some of the most revolutionary are the most successful. For instance, take the subject of tail from a buck deer. Who would ever suspect any affinity between that strong coarse fibre and the gamy black bass? Yet few better artificial lures for black bass ever came to the attention of the American angler than the Worden bucktail minnow, fashioned of the hair of the deer. The Dowagiac artificial minnow, made of wood, has now arrived at the place where it is really a bit of jewelry fashioned out of wood, so exquisite is the attention lavished upon the details of its making. They may now be had either floating or sinking, with the greatest variety of finishes, detachable hooks, glass eyes, and so finely finished that not even the most severe usage will chip or scratch off the surface enamel. Then there are the Kent, Mohawk, Expert, Hildebrandt and Stewart baits, each of which has some new distinctive feature and all of which have proven effective and popular. Then another most ingenious and interesting lure is fashioned of a wood or cork body, with a couple of big brilliant red feathers sticking out as a sort of tail, and between these feathers, point up, is located the single hook. This affair, known as the Coaxer, not only resembles a bug while flying through the air, but also while struggling over the water. It was remarkably successful throughout the West during the last summer, and bids fair to be one of the most popular lures of the present season. The Rhodes mechanical frog, in wonderful imitation of the real frog, with legs that draw up to the body when the frog is at rest, and which spring out at full length as the frog is drawn through the water, is another of the latest novelties. Nothing better in the way of imitation of natural motion of any lure used in fishing has so far come on the market, and it is safe to say that this lure will do great execution during the coming season.—*Sporting Goods Dealer.*

A GERMAN SOCIETY'S JUBILEE.

The society of German Engineers, which with its 20,000 members is now the largest engineering society in the world, celebrated on June 11 to 14 the completion of the fiftieth year of its existence. The opening ceremony was held in the German Imperial Parliament building at Berlin under the presidency of Dr. A. Slaby. Congratulatory addresses were delivered by the Prussian Home Secretary, the Prussian Minister of Education, the Ober-burgemeister of Berlin, and the Rector of the Berlin Technical School, as well as by numerous representatives of kindred societies in Germany and elsewhere. Mr. Bennett Brough, of the Iron and Steel Institute, spoke for the British societies, and Professor K. E. Hilgard, of the American Society of Civil Engineers, for the American. The proceedings terminated with a lecture by Dr. W. von Oechelhaeuser on technical work past and present. On June 12 a lecture was given by Dr. A. Riedler on the steam turbine, and on June 13 papers were read by Professor Muthmann on the methods of dealing with atmospheric nitrogen, and by Dr. Hoffmann on the utilisation of power in mines and metallurgical works. Throughout the week an elaborate programme of visits and excursions and social functions was arranged for the 1,231 members and 464 ladies who took part in the meeting.

A BRUSH WITH THE BARBER.

"What's the matter with the shaving brush; it seems to be losing its grip?"

"Yes, the handle and hair had a falling out, and the hair got the worst of it."

"Better try the saving powers of your 'auxiliator.' May-be you'll cure it."

ELECTRIC TRAINS NEAR AT HAND.

It is now within the range of probability that the first single phase electric train will run on the New York, New Haven & Hartford Railroad between New York City and Stamford, Conn., before the summer is over. The latest reports from Coscob, where the electric power station is now being erected by Westinghouse, Church, Kerr & Co., who have charge of the construction of that building, are to the effect that everything is now about ready for the reception of the first installment of electrical machinery. The latter is being pushed at the Westinghouse works in East Pittsburgh with the utmost expedition and the first generator is already in the testing department.

It was learned that the initial installation of apparatus will have a capacity of 13,000 horse power, consisting of Westinghouse-Parsons steam turbines and Westinghouse Alternating Current Single Phase generators. The progress of this work is watched with considerable interest by electrical as well as railroad men, not only because the electric railway system to be installed will signalize new departure from the methods of electric propulsion heretofore in vogue, but it will also make another step in advance of the transformation of trunk line steam roads into electric railways.

Of the 35 locomotives, which will be operated on the road to begin with, the first are now undergoing practical test on the Westinghouse Inter-Works Railway at East Pittsburgh.

TALKS BY THE OLD STOREKEEPER.

"Talks by the Old Storekeeper" has the ring of actual experience. It is based upon no mere theory but is the fruit of Mr. Farrington's years of actual storekeeping.

The Old Storekeeper is one Tobias Jenkins who has made his pile and has sold out his store to a younger man, John Barlow, whose mistakes in management are such as any merchant is likely to make, though such a book as this is calculated to render them unnecessary.

In his long and strenuous business life, Tobias has picked up a lot of shrewd, hardheaded philosophy. This is imparted in energetic and pithy language which goes straight to the mark in these "Talks," through which runs the thread of a story making a book not only valuable, but thoroughly interesting from cover to cover. The Old Storekeeper's views on store management, or advertising, on window displays, on special sales, etc., together with his ideas regarding the treatment of the men behind the counter, the clerks who handle the money, and his keen insight into human nature make this book one which will appeal to every practical merchant.

Here are a few extracts from the book which will give you a better idea of what it contains than anything we could say.

The Old Storekeeper divides clerks into three classes. He says:

"I divide clerks into three kinds; the kind that start right, the kind that end right and the kind that are never right. Most clerks start in right, but deliver me from the chap who is absolutely perfect the first week.

"What a model he is! he can't work hard enough. He has no bad habits. He never smokes, drinks or swears and never has. He says he always goes to Sunday school and that his mother made him promise he would not go out nights. In about three weeks you'll need a detective to watch him. He'll be raising his own wages every day without saying anything to you about it.

Here are some of the pithy remarks of which the volume is full:

"Often the boss has right in his fist the making or breaking of a good clerk."

"There's the same sort of human nature in a clerk that there is in anybody else and it takes the same sort of treatment to get it out."

"Many a promising business man has been spoiled by getting to the private office stage too quick."

"Lots of young fellows go into a store with the notion that from that time the store is half their own."

"Better have fifty things down in your 'want book' and decide not to order them, than leave out one you really need."

"Most young fellows need someone to watch them and call them down when they get to feeling their oats too much."

"Freak shows are all right to advertise the store in a general way, but as window displays, they aren't worth powder to blow them up."

"I can spot a cigarette clerk as far as I can see him. He isn't capable of struggling with anything or anybody. He is in the hands of fate."

"Every dog has his day, and the man who finds himself loaded up with a big stock of Irish setters when bull terriers are all the rage, won't do much business."

Though most of the extracts given have inclined toward that all-important subject, clerks and their management, the following partial synopsis of subjects treated in the book will show how well it covers all the themes of practical concern to every merchant:

Store management. The what to do and when to do it of the retail store.

Story of the Old Storekeeper's detection and dismissal of a dishonest clerk.

The Old Storekeeper's ideas on the money-back-if-you-want-it plan.

The why and how of getting people to buy at home instead of sending to the city.

Some things about the value of the traveling man and the way to treat him.

The value of prices, plain prices everywhere on all kinds of goods.

The first rule in the book is to have the goods. So the Old Storekeeper says.

The temptations of the money drawer to the merchant himself. Advertising of all sorts.

What makes a clerk a good clerk. What a good clerk is.

Making the windows pay.

A woman's views on how a store ought to be run.

"Talks by the Old Storekeeper" by Frank Farrington. Cloth, 50c. Postpaid, Merchants' Helps Publishing Co., Delhi, N. Y.

THE EARLY USE OF IRON.

Mr. Bennett H. Brough, the Secretary of the Iron and Steel Institute, lectured before the West of Scotland Iron and Steel Institute last Spring on the "Early Use of Iron." The date of the discovery of iron, said Mr. Brough, had long been a matter of controversy, but it was generally believed that the first iron used by man was of meteoric origin. The theory was nevertheless open to doubt, in view of the difficulty of working meteoric iron.

That iron was known to the Egyptians, even in the earliest times, was evident, says the London *Ironmonger*, from their conspicuous metallurgical knowledge, and from the facts that the working of granite and porphyry was scarcely conceivable without steel tools, that the oldest tombs had inscriptions referring to iron, and that sources of supply of manganiferous iron ore were found by Professor Bauerman in Upper Egypt. All possible doubt had been removed by remarkable archaeological discoveries. An iron sickle, found by Belzoni under the feet of one of the sphinxes at Karnack, was deposited in the British Museum, and proved that the smith's art was practiced at about 600 B. C. In 1837 a fragment of a wrought-iron tool was found in blasting-operations in the Great Pyramid. This piece of iron, nearly 5,000 years old, was also preserved in the British Museum. Analysis showed it to contain a small proportion of nickel; but as it also contained combined carbon, it was not of meteoric origin.

In Syria the fame of the swords dated back to the earliest times. In the time of Abraham, Damascus was an important commercial centre. At a later time the Roman Emperor Diocletian had a sword factory here for his army, and even in the time of the Crusades the swords made of a combination of steel and wrought iron polished and lightly etched were prized throughout Europe.

To our forefathers the Aryans in India iron was known at a very early date, and used for weapons and tools. Iron ore was abundant; and the lack of copper made it probable that the iron age in India was not preceded by a bronze age. Indian iron and steel, even in very ancient times, were celebrated throughout the world; and the knowledge of metallurgy possessed must have been considerable. Evidence of this was afforded by the iron pillar at Delhi, which was fifty feet high and sixteen inches in diameter, and appeared to have been made of fifty-pound blooms welded together. It dated back at least 912 years B. C.

Numerous iron objects of prehistoric date had been found in northern Europe, where iron was undoubtedly the first metal to be used. Iron weapons, too, had been found in the remains of pile dwellings in Switzerland. In that country the Bernese Jura abounded in remains of prehistoric iron smelting, which had been carefully investigated by Quiquerez, a scientifically trained mining official. The furnaces were in dense forests, in order to obtain an easy supply of wood. The workmen dwelt in caves, and charcoal was burned in piles. The furnaces were all similar, differing merely in size.

In Britain development was slow. External influences did not change so rapidly as on the Continent; and consequently the Britons adhered longer to their flint weapons and implements, in the manufacture of which they attained remarkable skill. Indeed, the old flint mines at Brandon, in Somerset, were still worked for supplying gun-flints to savage tribes. In Ireland the use of stone implements was continued well into historic times. Nevertheless, Britain possessed in tin a metal that was sought after by all the world.

In the early Middle Ages, although little progress was made in iron smelting, great advances were made in the manipulation of iron and steel. The sword was the triumph of the smith's art; but the manufacture of defensive armor called for skill of no mean order. The value of iron was, however, fully recognized.

Iron cannon-balls were cast by Ulrich Beham in Memmingen in 1383; but cast-iron cannon are not mentioned before the fifteenth century. In 1412 two cannons, each five pounds in weight, were cast for the town of Lille, and in 1422 cast-iron cannon were in use in the Hussite wars. The explanation of the late use of iron for castings was undoubtedly found in the unsuitability of the white pig iron originally made. It was not until the height of the furnaces was increased that silicon could be reduced and grey pig iron obtained.

With the discovery of cast iron and the introduction of the blast-furnace, the first stage in the history of iron closed with the end of the fifteenth century. Epoch-making inventions and discoveries soon followed. The introduction of coal as fuel for smelting by Dud Dudley in 1618, the replacement of coal by coke, the building by James Watt of the first blowing-engine at the Carron iron-works in 1750, the invention of puddling by Henry Cort in 1784, of the hot blast by Neilson in 1828, of the Bessemer process in 1856, of open-hearth steel making in 1861, and of basic-steel making in 1879, were a few of the great improvements that led to the marvellous development of the iron trade in this and other countries, and had rendered it possible for the world to produce, as it was now doing, 45 million tons of pig iron annually.

MAKING JAPANESE SWORDS.

The swordmakers of Toledo and Damascus have been reputed to be the world's most famous artisans in this industry, but in Japan the swordsmiths turn out weapons whose blades are fully as keen and hard and composed of as fine quality as those of the old swordsmiths.

Furthermore, the Japanese sword is supposed to be sanctified by the god who is the patron of this industry, says *Chamber's Journal*. In fact the making of the sword is, to a great extent, a religious ceremony, and all of the operations are performed by hand.

The first step, of course, is to forge the steel. This is done in a hut specially built for the purpose, containing the bellows, the anvil and the hammers used by the chief swordsmith and his assistants. On the walls are placed what the Japanese call *kakemonas*, representing the god of the swordmakers and the chief goddess of the Shintos.

The walls are also decorated with wisps of straw and zigzag shaped pieces of paper charms, which are intended to keep off evil spirits. Great care is also taken to prevent any woman or girl from setting foot in the building, as women are supposed to be attended by demons who would injure the quality of the swords.

The chief instruments used in making the swords are two large sledge hammers, weighing twelve pounds each, and a smaller one weighing two pounds, which is used by the chief swordsmith. Before work at the forge is begun prayer is offered up to the patron god. Prayer having been finished, work begins.

The metal used in sword making is Japanese steel, made by melting iron ore in a charcoal furnace and dropping it into cold water. The carbon derived from the charcoal causes the formation of steel. It comes in lumps which average about one and a half pounds apiece, and about fifteen of them are required to make a sword blade weighing when finished, without sheath or mountings, from one and a half to two pounds.

The reason why such a quantity of the metal is required is that every ounce of it is carefully examined for defects, and should there be any which is considered inferior it is rejected.

It is inspected by heating each lump of the steel to a high temperature, then plunging it into cold water and breaking it into fragments, every one of which is examined. If the maker notes that the edge of a piece glistens or is of uneven color it is immediately condemned.

After a sufficient number of small pieces of good quality have been accumulated, another of the original lumps of steel is heated and beaten out into a flat slab. This slab, while red hot, is creased in two parallel straight lines by heating the edge of a hatchet into the flat surface of the slab with a hammer.

The slab of steel is then rendered brittle and broken along these creases, forming a rectangular slab of steel some two and a half or three inches wide. Upon it are piled a number of small fractured bits of steel.

When enough has been piled up to make a heap about two or three inches high, the whole is first sprinkled with straw ashes, and then a mixture of earth and water is poured over it, serving to cake the bits of steel and keep them in position.

In this form the metal is again placed in the furnace and then withdrawn, sprinkled with ashes of the straw and pounded with sledge hammers until the whole forms an ingot about six inches in length, an inch and a half in width and an inch in thickness. At last a part of the material for the sword has been forged; but

it must again be heated until it will bend upon itself, when the big and little hammers pound the halves together into another solid mass.

This is repeated over twenty times before the metal is sufficiently kneaded to suit the smith. Three ingots of this kind are required to make the sword, and are welded and beaten into a rough semblance of the sword blade by the heavy hammers.

It is then taken in hand by the chief swordsmith, who, with his small hammer, and aided by his assistants, gradually beats this mass of steel into the shape of the sword blade. It is a process requiring great manual dexterity, acquired only by long practice, and the result is wonderfully accurate when one considers that nothing is used but hammer and anvil.

When the finishing touches are being given to the blade the work is done entirely by the chief swordsmith, who dips his hammer into cold water while the fashioning of the sword is going on. The use of water serves to cleanse the surface of dirt and causes a thin layer of oxidized or burned steel to scale off, thus insuring a thoroughly clean surface to the sword when beaten into shape.

The sword is then completely fashioned by the use of files and an instrument resembling a carpenter's drawing knife.

The next process, that of hardening, is peculiar to the Japanese sword, and is looked upon as the most important part of its manufacture, while the person who does the hardening is regarded as the maker of the sword, it being his name which is inscribed upon the hilt. His spirit, his character, his individuality, are supposed to enter into the blade he hardens, and the blade is good accordingly.

The blade is covered over to a thickness of about one-eighth of an inch with a rather thick paste made by mixing a certain kind of fire clay with water. The edge and point of the sword are then scraped clean and re-covered with a much thinner layer of clay containing proportionally more water than the clay which has already been put on.

All openings into the forge are then closed so as to exclude the light, for darkness is necessary in order to determine the proper temperature of the blade to be hardened. Prayer having been offered up, the chief smith takes the clay covered blade, pushes it gently into the furnace, and moves it slowly to and fro in the blazing charcoal until the whole blade is uniformly heated from end to end.

The test which determines the proper degree of temperature is when the entire blade attains that degree of redness which is seen when one looks at the bright sky with his eyelids closed. With a shout of exultation the smith plunges the blade into water of a temperature of 100 degrees, and moves it to and fro until all sizzling ceases. The sword now goes into the hands of the professional polisher and sharpener of swords, which is a separate branch of work.

The last step taken before it is ready for use is to have it blessed or sanctified by the sword god. When the polishing is completed the weapon is placed in front of the *kakemona* suspended on the wall, with an offering of sake, rice and sweetmeats, while the swordsmith and his assistants take their prayer scrolls and make the final offerings to the deity to bless it.

During the ceremonies their friends of the male sex are invited to examine the weapon, and also to partake in their hospitality. Then everyone departs, as the sword must be left alone with the *kakemona* all night in order that his influence may enter into the blade.

While the Japanese weapon is undoubtedly equal in quality to the blades of Toledo and Damascus, it has but little elasticity, and cannot be bent double like the famous products of the old Spanish swordsmiths.

It will retain its edge, however, a remarkably long time, even when put to rough usage, and will cut through substances which the ordinary steel blade would scarcely dent.

NOT TAKING CHANCES.

Two salesmen who knew each other well happened to call on the same man at the same time, only to discover that his office door was locked. One of them suggested that they leave their cards sticking in the crack of the door.

"Not on your life," said the other, "and I'll tell you why. I once had a good customer who had an office in one of the downtown buildings. One day when I called he was out and the office was locked, so I stuck my card in the crack, as you suggested. Not long after a rival salesman blew in and saw my card. He wrote on the face of it, just over my name, 'I have been trying to find you for two days; now you can go to hell.' All I could say never squared it with the customer, and the other fellow got the trade."—*Crockery and Glass Journal*.

RECENT TRADE PUBLICATIONS.

KRAMER BBOS. FOUNDRY Co., Dayton, Ohio, have favored us with their Specialty Catalogue No. 6, devoted to Gem Furnaces, Dayton Gem Stoves for office and store rooms, Cast Iron Spout Shoes, Sash Weights, Vases, Chairs, Settees, Sewer Basins, Manholes, Cess Pools, Coal Hole Covers, Sugar Kettles, Mangers, Feed Racks, Cast Iron Mauls, Stair Plates, Chimney Tops, Stove Pipe Thimbles and Dampers, Stove Carriers and Casters, Cement Tools, Curb Tools, Gasoline Torches, Fire Brick, Stove Rods, Knobs, Hinge Pins, Flue Stops, Lid Lifters, Pokers, Drawer Pulls, Bed Casters, Stove Polishing and Daubing Brushes, Coal Tongs, Fire Shovels, Stove Linings, Baskets, Grates, etc., etc. The catalogue may be had upon application.

WESTERN IMPLEMENT Co., Port Washington, Wis., are sending out their catalogue to the trade, which illustrates and describes their line of Lawn and Porch Furniture, Harrow Carts, Handy Trucks, Feed Grinders, Sickle and Tool Grinders, Emery Wheel Dressers and Wrenches, Wheelbarrows, Hoisters, Water Conductors, Basin Covers, Sink Brackets, Milk Can Handles, Chest Handles, Third Seats, Post Mauls, Hitching Weights, Corner Feed Boxes and Hitching Posts. This will be found a very useful catalogue of goods used extensively on the farm, and should be sent for by the dealer.

BRAUER BROS. MFG. Co., manufacturers, importers and jobbers of leather goods and wholesale dealers in leather in St. Louis, Mo., are presenting their first complete catalogue. A large assortment of this class of goods will be found within its pages, including English Mutton Leg and Mexican Hand Carved Gun Cases, Razor Strops, Men's Square Cut Oak Half Soles, Leather Aprons, Leather Coil Washers, Shawl Straps, Trunks, Suit Cases, Bags, Buggy Harness, Horse Collars, Breeching, Halters and Strap Work, Bridles, Whips, Lashes, Leather Leggings, Pistol Holsters, Money Belts, Baseball Uniform Belts, Cartridge Belts, Dice Cups, Billies, Gloves, Skate and Book Straps, Telescope Rod Cases, Leather Wrist Supports, Ankle Supports for Skaters, Sword Scabbards, Tobacco Bags, Pen Knife Cases, Leather Key Chains, Watch Fobs and Chains, Pug Harness, Goat and Dog Harness, Dog Collar Locks, Dog and Cat Collars, etc., etc.

BLESS & DRAKE, manufacturers of all kinds of smoothing irons, 173 to 177 N. J. R. R. Avenue, Newark, N. J., have published an illustrated catalogue of their Improved Potts' Iron, New Potts' Iron, Mrs. Potts' Irons, Old Style, Self-Heating Charcoal Irons, Salamander Irons, Self-Heating Tailors' Irons, Common Sad Irons, Tailors' Geese, Flounce and Sleeve Irons, Laundry and Pressing Irons, Chinese Laundry Irons, Troy and Keystone Polishing Irons and Sad Iron Stands. This company was established in 1852, and their output is considered standard in excellence.

IDEAL PUMP & MFG. Co., manufacturers and jobbers, Green City, Mo., have distributed their general catalogue No. 3 to the trade. The contents include Cistern Pumps, Force Pumps, Lift Pumps, Hand and Windmill Standard Pumps, Plungers, Spray Pumps, Faultless Sprayers, Drive Well Points, Tubular Well Cylinders and Drives, Valve Balls, Seating Tools, Valve and Plunger Leathers, Leather Washers, Iron Tank Floats, Brass Strainers, Monitor Pipe Holders, Drive Shoes, Hydrant Clamps, Rod Couplings, Reducer Couplings, Rubber Buckets, Earth Augers, Lap Welded Casing, Wrought Iron Nipples, Elbows, Crosses, Circulating Boiler Fittings, Drive Caps, Wrenches, Chandelier Hooks and Loops, Window Sash Weights, Ceiling Plates, Pipe Hangers, Brass Railing Fittings, Gate Valves, Stop Cocks, Water Gauges, Taps, Reamers, Drills, etc., etc. This is a very complete catalogue of an extensive line of goods.

WOOD BROS. STEEL SELF-FEEDER Co., Des Moines, Iowa. Catalogue devoted to a description of the merits of the Wood Steel Self-Feeders and Band Cutters, Oscillating Bundle Spreaders, Automatic Variable Speed Governors, New Headed Grain Feeders with Extension Carriers, Automatic Couplings for Engines and Threshers, Perfection Tenders and Tender Truck Frames. A large number of testimonials are given, and the catalogue will be found an interesting one to dealers in agricultural implements.

FRED. D. DIVINE Co., 76 State Street, Utica, N. Y. Booklet describing and illustrating Divine Hand-Made Rods, manufactured under the names of Split Bamboo, Bethabara, Maltese, Greenhart, Dagama and Lancewood. In a note to their patrons, they say: "Rods in the following list are hand-made and warranted perfect, in both material and workmanship, and will be made good to purchaser, free of charge, in case of breakage from either poor material or workmanship. These rods are equal in every way to the very best made, and are sold at reasonable prices. We make a specialty of rods to order. If you have an idea of how you wish a rod made to suit your taste, write us the dimensions and a full description, and let us make you such a rod. Our guarantee holds good on such work, but a rod so made is considered special and must be accepted by the party ordering." Several views are given of camps in the Adirondacks and lakes in Canada, as well as some fine catches of fish. Prices accompany each line of goods.

C. HAGER & SONS HINGE MFG Co., 2427 to 2457 De Kalb St., St. Louis. Catalogue and price list of Steel Hinges, Butts, Washers, etc. including Chest Hinges, Parliament Butts, Table Hinges, Back Flaps, Pew Door Hinges, Shutter Butts, Wash Tray Hinges, Flask Hinges, Strap Hinges, T Hinges, Hinge Hasps with Staples, Crate Hinges, Basket and Crate Hasps, Trunk Hinges, Gate Hinges, Plate Hinges, Screw Hooks, Pulley Hooks, Well Wheel Hooks, Wrought Steel Washers, Stay Nails, Tub Handles, Riveting Burrs, Barn Door Latches, Bow Staples, Felloe Plates, Corner Irons and Braces, Hame Hooks, Anchors, Tie Buckles, etc.

CHICAGO STOVE WORKS, Blue Island Avenue and 22nd Street, Chicago. Supplemental Catalogue No. 43 of Gold Coin Stoves and Ranges. A large assortment of Polished Steel Ranges is shown; Steel Coal and Wood Cooks; Coal Ranges under the names of Novel, Peerless, Crown, Gold Coin and Home; Coal Cooks under the names of Modern and Mystic; Model and Rival Wood Cooks; Real Gold Coin Ventiduct Base Burners; Gold Coin, Security, Star and Prize Oaks; Wood and Laundry Stoves and Gas Ranges. This company also supplies the dealer with cuts for advertising. The catalogue may be had upon application.

HORTON MFG. Co., Fort Wayne, Ind. Illustrated catalogue of their High Grade Washing Machines, which includes their Galvanized Rotary, Globe, Western and American Washers, with repairs for same.

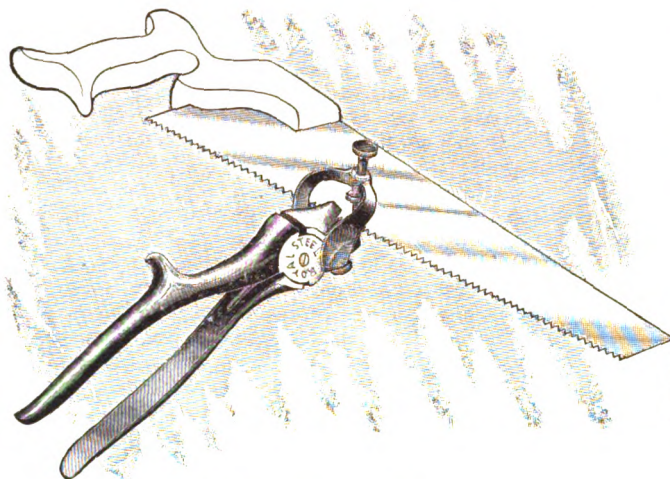
ENTERPRISE ENAMEL Co., Belaire, Ohio, have presented us with catalogues of their Azurelite, Limonite, Chrysolite and Nublu Enamel Wares, covering an extensive line of goods, such as Tea Steepers, Tea and Coffee Pots, Biggins and Boilers, Tea Kettles, Milk or Rice Boilers, Berlin Sauce Pans and Kettles, Preserving Kettles, Pudding Pans, Flat Skimmers, Milk Pans, Mixing Bowls, Fry Pans, Dish Pans, Molasses Pitchers, Baking Dishes, Wash Basins, Dippers, Basting Spoons, Drinking Cups, Plates, Water Pails, Dinner Pails, Water Pitchers, Soap Dishes, etc. These are very handsome and complete lines of goods, and these catalogues should be sent for by the dealer.

BILLINGS & SPENCER Co., Hartford, Conn.—Catalogue of Patent Improved Drop Hammers and other Forging Machinery. The company states: "In presenting this catalogue to manufacturers, we wish to call attention to the favorable circumstances and advantages we have had in the development and manufacture of our Drop Hammers. Having made a specialty of the drop forging business for a period of over thirty-five years in the manufacture of Machinists' Tools and Forgings of all descriptions, and having used all of the various styles of Drop Hammers that have been on the market in that time, we have had the opportunity to note their defects, and where desirable improvements could be made; to thoroughly test such improvements in our own shops and to perfect them for adoption on the machines manufactured by us. In this way we have brought our machines to their present state of efficiency. It is to the fact that we are actual users of Drop Hammers that we attribute our success in developing the improved machines we are now building and which are described in this catalogue."

NEW GOODS AND SPECIALTIES

ROYAL STEEL SAW SET.

Among the many tools sold by the Supplee Hardware Co., Philadelphia, Pa., under the copyright name of "Royal Steel" is the Royal Steel Saw Set, which as a saw set differs from the hand saw sets in several particulars. The saw may be laid flat on a bench, window-sill, stair-tread or any other available flat surface, greatly to the convenience of the carpenter or other user of the saw set. The Royal Steel Saw Set is made of drop-



ROYAL STEEL SAW SET.

forged steel, polished and nickel-plated, and packed in boxes containing one sixth of a dozen each. It is absolutely guaranteed against defective workmanship or material, and is retailed universally at \$1 each, and at that price a handsome profit to the dealer handling it.

EXACTO PACKING GAUGE AND CUTTER.

Every practical engineer to whom time is an object will appreciate the convenience and utility of a simple but ingenious device, the Exacto Packing Gauge and Cutter, recently placed on the market by Greene, Tweed & Co., New York. Themselves large manufacturers of packings, they were in the best position to

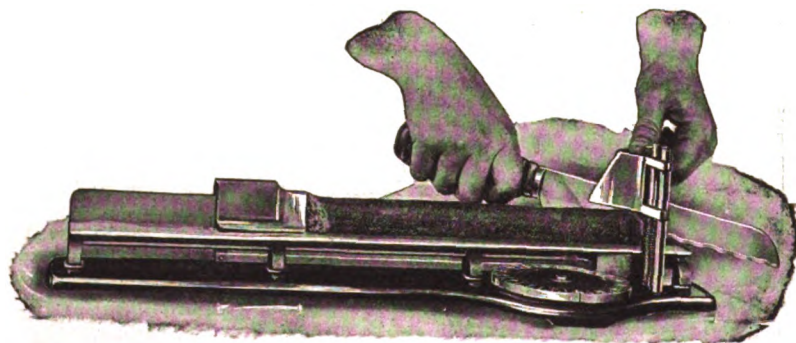


FIG. 1. EXACTO PACKING GAUGE AND CUTTER IN OPERATION.

fully recognize that the success of a packing largely depended on the skill displayed by the engineer in cutting and fitting it and that the sale of so-called "ring" packing was chiefly owing to the fact that they relieved the engineer of this trouble and responsibility, even if they were not as satisfactory from the standpoint of durability, etc. With the Exacto Packing Gauge and Cutter and knowing the diameter of the rod he proposes to pack, "continuous length packings" are as convenient to handle and far more economical than any ring packing, a perfect fit being at the same time assured, with choice of material which the engineer cannot always command in ring form. Our first illustration shows the device all ready for use. The dial is set at the figure representing the diameter of the rod to be packed, plus the diameter of the packing to be cut. A set screw secures the stop in place. The free end of the packing, having been cut to the proper bevel in the gauge, is then passed into the apparatus until the beveled end fits strongly into the stop. With the thumb of the left hand, the knife guide is then pressed down, firmly holding the packing

in place. The knife, of the serrated edge variety, is then inserted in the guide and the cut made, as shown in our second illustration. The result is a ring with the ends cut to a true bevel, as shown in Fig. 3, which will—if care has been exercised in the

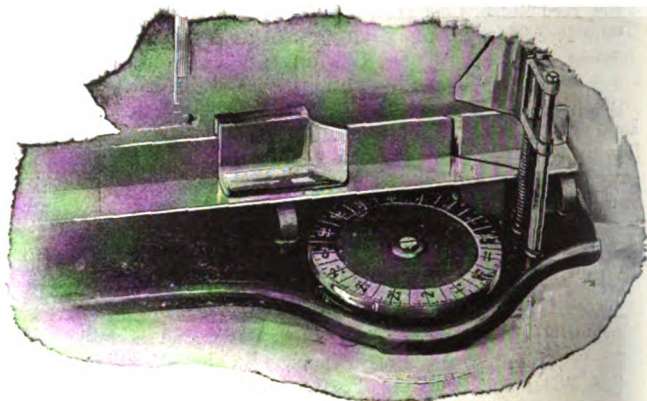


FIG. 2. ENLARGED VIEW OF PRINCIPAL WORKING PARTS.

operation—exactly fit the rod. All the rings cut to this measure will be exactly of the same size; there is no possibility of waste from errors in cutting, no loss of time in fitting the packing to the rod, and if the packing is right, a tight joint and a workman-



FIG. 3. MODEL OF CUTTING WITH BEVELED ENDS.

like job is assured. All things considered, we are so favorably impressed with this little machine that we predict, because of its utility, that few engine rooms of the future will be found without one. We suggest to engineers to look into it.

Birmingham, Eng., does the biggest idol trade of any city in the world, says the *Pittsburgh Dispatch*. American steel makers may score victories in the matter of steel rails, but Birmingham stands absolutely alone in its commercial relations with the heathen. "Ju-Ju" goods of wood, tin and cheap metal are sent to various African ports almost by the shipload. Elaborate Joss gods are manufactured for China, some of them on special lines of wealthy Celestials who prefer to have their deities made to order. Images of Buddha, and of the various gods worshipped by the thousands of sects in India are turned out by the latest machinery in the Birmingham mills. It frequently happens that missionaries and idols, both British made, leave England for the same Eastern port, and the idol manufacturer usually has the best of the bargain. The biggest trade is with African agents, who supply interior tribes.

THE DANA FOOD CHOPPER.

The Dana Mfg. Co., Cincinnati, are introducing to the trade the Dana Food and Meat Chopper, which is destined to achieve an exclusive success in its field equal to the Dana "Peerless" Freezer and the Dana Mop Wringer. The Dana Food Chopper is the simplest food chopper made and the easiest to operate. Only two parts to clean: rotor and shell. It has the largest cutting capacity, the rotors are self-sharpening and cut at an oblique angle instead of square. Three rotors, one for each kind of cutting, do the work. It will cut, chop or pulverize any food used in the kitchen. Each rotor has a conducting spiral of its own, all one piece, so that the food is fed properly for the article chopped, which makes the pieces uniform and makes mashing impossible. The juices are retained. It does the work

easily and rapidly. Three rotors are enough to chop to any size desired, meat of all kinds, raw or cooked; fruits and vegetables of all kinds, and coffee. Rotor No. 63 grinds coffee as well as any grinder, pulverizing it if desired, which the coffee grinder does not do. When rotor is removed shell is open, free for cleaning. No uncut food is left in the machine, and there is no drip or waste. The Dana Mfg. Co. believe they now have a line of Dana specialties for household use, each one of which was put on the market only after much consideration and thorough test. All but the Dana Food Chopper have been placed before the jobber, dealer and consumer by their well organized sales department, which works in harmony with their advertising department. After years of investigation and months of testing, the first lot of Dana Choppers has come from the factory. The same high quality and business energy which has been associated with the other Dana products will be applied here.

SEMICIRCULAR LEVEL, PLUMB AND INCLINOMETER.

Bradford Union Mfg. Co., Bradford, Pa., are placing on the market the circular Level, Plumb and Inclinator illustrated herewith. It is made of cherry or mahogany, highly polished, the top and bottom bound with solid aluminum, milled perfectly straight and true. It is stated that there is absolutely no warp or twist. In addition to being a level, the device gives any degree or angle; also the rise or fall to the foot graduated to $\frac{1}{4}$

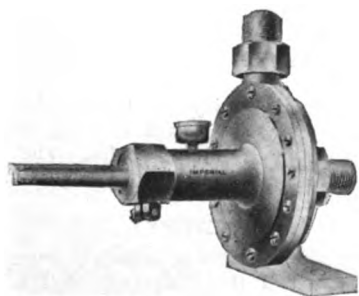


SEMI-CIRCULAR LEVEL, PLUMB AND INCLINOMETER.

inch. It can be readily mounted on a tripod for determining grades, foundations and excavations. The level determines exactly the position of an object with regard to a perpendicular, horizontal plane or incline, and defines the degrees in inclination from a perpendicular or a horizontal plane. A further use is ascertaining the height of a building or other object at varying distances. The device has a semicircular glass tube, with a gradual scale above, which represents the number of inches or fractional parts thereof on rise or fall to the foot. For example: When the centre of the air space is on $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$ or 1 inch, it means that there is that much of an incline to the foot. Thus in a distance of two feet, multiply by 2; in a distance of 10 feet, multiply by 10; in a distance of 50 feet, multiply by 50 etc., to any distance desired, as it makes no difference as to the length of the level. Below the glass tube is the 90 degree scale, figured both ways. Thus when the centre of air space registers 30 degrees on the upper set of figures, the lower set reads 60 degrees. All parts of the device can be readily adjusted. It is explained that with the device all figuring is dispensed with, the air space finding its own level and registering the same at any angle or patch, wherever it may be placed.

IMPERIAL CENTRIFUGAL PUMP

Among the numerous Automobile specialties manufactured by the Imperial Brass Mfg. Co., Chicago, Ill., we illustrate and describe the Imperial Centrifugal Pump. This pump gives positive circulation and is absolutely noiseless. It is perfectly balanced; hence the friction and power required to drive it are reduced to a minimum. These pumps are manufactured with bases, as indicated in the illustration herewith, or with other styles or



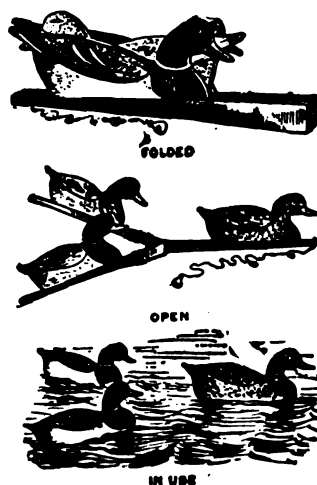
IMPERIAL CENTRIFUGAL PUMP.

shapes to meet the requirements as demanded. They are made entirely of bronze, with 9/16 Tobin bronze shaft, 3-inch bearings, and 1/2 inch pipe connections. They are 5 inches in diameter, the approximate weight being six pounds. The manufacturers recommend chain or belt drive rather than gear wherever possible. They are calculated to give 165 gallons per hour at 300 revolutions per minute, or 200 gallons at 400 revolutions; 250 with 600 and 350 with 900. They also manufacture in brass

Imperial pipe fittings, which are small things, these connectors, but are big helps when a pipe on the car breaks and needs immediate repair. They enable one to put two broken ends of a quarter inch pipe together in a short time, and establish a connection so that the oil supply or other pipe lines can go on as if nothing happened. To make a repair it is only necessary to place the end of pipe through the No. 1 connectors and join the two ends by the No. 2 connector. A supply of these connections in a tool box will come handy at some time or another, while the expense is merely nominal.

REYNOLDS FOLDING DECOY DUCKS.

J. W. Reynolds, No. 68 S. Morgan Street, Chicago, is the manufacturer of the Illinois River Folding Decoy Ducks, of which we present an illustration herewith. They are made of wood and brass, no frail material being used in their construction. Even the paints are especially prepared, and will not crack nor peel under the action of the sun or water. They are also painted with care, so as to have an attractive appearance to lure and look natural when in the water. One particular advantage that



REYNOLDS FOLDING DECOY DUCKS.

will appeal to the practiced duck hunter is the celerity with which these ducks can be set out and taken up. Another is the ease with which they can be packed and transported from place to place, as they set in a very small space and their weight is insignificant. The birds are painted in natural colors on both sides to represent male and female Mallards, Pin Tails, Canvas Backs, Blue Bills, Black Mallards and Whistlers. They are attached to a wooden float in groups of three. The float is in three pieces and jointed on one end with a three-plate hinge, so when extended a bird floats at each extremity. The float sinks beneath the surface of the water, presenting just the decoys. It takes but a few seconds to put them in use, as a spring holds the combination open, and no adjustment is needed. Four floats take one dozen decoys, which come in a light strong carry box with handle, including cords and anchors complete.

IMPERIAL AUXILIARY OIL PUMP.

Imperial Brass Mfg. Co., Chicago, Ill. are the manufacturers of the Imperial Auxiliary Oil Pump, of which we give an illustration herewith. This oil pump is small and compact, fits snug



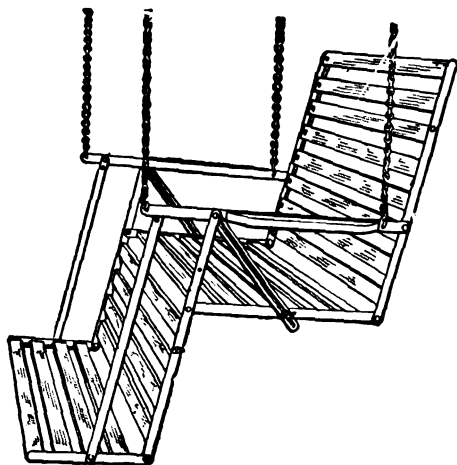
IMPERIAL AUXILIARY OIL PUMP.

to the dash-board, and is ready for use in an emergency, when the oil supply is cut off through accident or mishap. It is made of brass, with a cylinder 4x1 1/2 inches, and fittings for 1/8 inch pipe, usually connected with a small tank from which it draws

the oil on the up stroke, discharging it on the down stroke. Has two valves: An intake valve, which opens on the up stroke, and a discharge valve which opens on the down stroke. It also has a pet cock, with lever, which can be opened or closed, as desired.

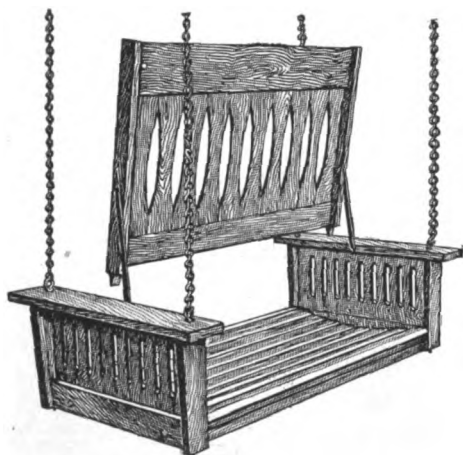
SELF-ADJUSTING PORCH SWINGS.

The Indiana Bent Rung Ladder Co., Indiana, Pa., have added to their line of Porch Swings the two styles which are illustrated herewith. In No. 1 we have their Self-Adjusting Solid Comfort Veranda Swing. This is self-adjusting to any position of



SELF-ADJUSTING SOLID COMFORT VERANDA SWING NO. 1.

ease and comfort. The great feature of the swing is the foot rest which keeps ladies' clothing from contact with the porch floor. This can be changed into a child's crib or hammock in ten seconds. It is constructed of hard wood, angle and flat steel, all parts being bolted together. The standard size of this swing is 36 inches. No. 2 is the Mission Style Reversible Swing, having a reversible back, entirely new this season. The re-



MISSION STYLE REVERSIBLE SWING NO. 2.

versible position is the new feature not possessed by any other swing on the market. Can be taken apart in five minutes and knocked down for storage or shipment. Length 3 to 6 feet, and finished in weathered oak. The manufacturers say they are paying particular attention to the construction and finish of these swings. The lumber used is thoroughly seasoned, kiln-dried oak, and the angles and flat parts are the best low-grade carbon steel. These swings are not painted, but finished in golden, weathered or green oak, hand rubbed, showing the various growths of the wood. All of their makes of swings are so constructed as to be shipped knocked-down, so as to save freight and storage. All parts being interchangeable, any novice can put these swings together or take them apart in a very few minutes. All the swings are furnished with 30 feet of silverized chain and other attachments complete for hanging.

QUALITY COUNTS.

Low price often tempts people to purchase something that is not perfectly satisfactory, and they console themselves for the imperfections by the thought that they have at least got their money's worth. But the man who buys a low priced revolver is indeed tempting Providence, because it stands to reason that the money which the manufacturer saves must come out of the quality of the weapon. You cannot have absolute accuracy and the very best materials and workmanship at a bargain counter price, and unless the weapon is as nearly perfect as human skill can make it, it may prove more destructive to the owner than to anyone else. What does a dollar or so saved on the price count against the loss of a hand or an eye? If you want a revolver that can be depended on in any emergency, because it is made of the best material, is constructed by skilled mechanics, is accurate to the thousandth of an inch, with no rattle or shake about it, and as flawless as the most rigid inspection will insure, that is quick acting yet cannot be fired when on safety half-cock except by pulling the trigger, you will find it in the "H & R" Double Action, Model 1905, Revolver. It is up to you, Mr. Dealer, to handle only first-class goods as your reputation is at stake.

GREAT DEMAND FOR ALUMINUM.

LARGE INCREASE IN PRICE—NEW USES FOR THE METAL.

Reports from Great Britain show that the consumption of aluminum has increased so rapidly that the world's supply at present falls far short of the trade demand. Many users of the metal, particularly those engaged in the motor-car industry, are suffering great inconvenience without any immediate prospect of substantial relief.

The world is dependent for its supply of aluminum on four sources of production. The chief of these is represented by the Pittsburgh Reduction Company at Niagara Falls. In Great Britain there is the British Aluminum Company, whose plant is at the Falls of Foyers, and on the Continent of Europe there are the Neuhausen works in Switzerland, and works in Germany. In the United States shortage was aggravated by a strike of workmen. Americans sought to cover their requirements in this emergency by importing from Great Britain, but there was no aluminum there to be had. The British production amounts to about 2,250 tons per annum, which does not meet the needs of that country, and additional plants are being laid down in Scotland and Wales. There was a great demand on the Continent of Europe for this metal, and the result has been that aluminum ingots were quoted the 1st of April at \$850 a ton, or \$200 above the market price ruling last July, but the quotation is purely nominal, inasmuch as there is no material to be had in England.

ALUMINUM INSTEAD OF BRASS.

The *London Times* says that aluminum has come very prominently into use for castings, such as are necessary in electrical work, and an immense impetus has been given to the industry by the adoption of the metal for crank cases and gear boxes in automobiles. Aluminum is also very largely displacing copper for the manufacture of pans, such as are used in wax refining, jam boiling, etc. It is claimed that where brass can be used aluminum is, with rare exceptions, equally applicable, is equally economical, and has the great advantage of being about one-third of the weight. It will naturally be asked why the great expansion of demand for the metal has not been accompanied by a corresponding increase of production. The answer is that the producers have miscalculated the rate of progress, the present consumptive demand being very greatly in excess of that at the same period of last year. The rapid development of the motor-car industry is, no doubt, chiefly responsible. The supply of aluminum can not be increased at will, as is the case with many commodities.

In America aluminum is being adopted for electric wires. For example, the current from Niagara is being carried from the rapids to New York by aluminum cables. The metal has not, however, been applied to this use in England.

VICTORY?

"Who says the illiterate get no pleasure out of classic art?" remarked an alumnus of the University of Rochester recently. "A copy of the Winged Victory was placed in the center of our library last Summer. One of the workmen, a recent importation from Dublin, surveyed the headless and armless statue with some curiosity.

"'An phat may ye call that fellow,' he asked.

"'That's the statue of Victory,' said the librarian.

"'Victory, is it?' said the man; 'begorra, I'd like to see the other fellow then.'—*N. Y. Tribune*.

POPULAR TALKS ON LAW

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CONTRACTS.

NO. 2. THE CONSIDERATION TO SUPPORT A CONTRACT, CONCLUDED:

If a creditor agrees to give up part of his debt in consideration of the debtor's giving him new or additional security, his promise will have a good consideration and be valid.

Then, too, in order for the consideration to be legal, it must not be something in the past. Thus, if one does work for me gratuitously and I afterwards voluntarily promise to pay him for it, I am not bound in law to keep the promise, the consideration having been something in the past. So if I have bought a horse and not at the time required a warranty, and I afterwards go to the person from whom he bought it and ask for a warranty, a warranty then given, unless something is paid or promised to be paid on it, is not valid in the law.

If I promise to repay to strangers what they may pay out in the future in taking care of my sick son, who is of full age, the promise is supported by a valid consideration and is legally binding. If, however, strangers take care of my sick son who is of full age and I afterwards promise to reimburse them, my promise is without consideration, as it is based upon past acts. I may be morally bound to do so, but I am not legally so bound.

It has been held that where the act is done at the request of another person under such circumstances that the law will imply a promise to pay what the service is worth, a subsequent promise to pay will be binding, the theory being that the parties have reduced to a certainty what they have purposely left undetermined.

As an exception to the rule that promises cannot be based on a consideration that is past we name promises to pay debts barred by the statute of limitations or by discharge in bankruptcy. Courts so holding have declared that the moral obligation to pay a debt barred by statute or by discharge in bankruptcy is sufficient to uphold the promise.

Another rule is that the consideration must be something possible. A promise to do something that cannot in the nature of things be done is not a valid consideration to support a contract. Not only a thing which is physically impossible, but also a thing which is legally impossible cannot be made a consideration. A mere stockholder in a corporation cannot execute a legal deed for the corporation. A promise by a stockholder to do so would not be a legal consideration for a contract.

The question arises as to whether the fact that one is morally obliged to do a thing will make his promise to do it valid as a consideration for a contract. We have seen that where one is legally bound to do a thing his promise to do it will not make a legal consideration. The rule is that a moral obligation will not uphold a promise.

There is one other point we should consider before passing from the subject of consideration. Sometimes a consideration is said to fail. If I promise to pay a man a hundred dollars in consideration of his agreeing to sell me his chestnut colt, the consideration supporting my promise to pay is his promise to convey the title to the animal to me. If before he does so the horse dies, there is a total failure of consideration. There is absolutely no way possible by which he may fulfill his agreement.

Where a patent right was a consideration of a contract, and it was found that the patent right was void, the consideration was said to have failed. The mere fact that a patent right that constituted the consideration of a contract could not be applied to any useful purpose and was of no value did not constitute a failure of consideration.

A promise to pay money for notes which afterwards are found to be forged is another instance of a promise given for a consideration that has failed. There is such a thing, too, as a partial failure of consideration, in which case the party injured may recover for so much as has failed.

Before passing from the question of consideration, let us emphasize the fact that a court will never examine into the mere adequacy of price or consideration, that is, it will not consider whether the price or consideration was large or valuable enough. Courts do not attempt to make contracts for people. They will not answer the question as to whether one person received enough of what he gave, or whether one promise was worth the other. The only time when the question of adequacy can come up is when fraud is charged and the gross inadequacy of the consideration, however, is not enough to warrant a court in setting aside a contract.

(To be continued.)

Legal Matters

OF INTEREST TO HARDWAREMEN

DRAFT—INDORSEMENT—RUBBER STAMP.

The Supreme Court of North Carolina held, in the case of *Mayers vs. McRimmon*, that the placing of the name of the payee of a draft on the back thereof with a rubber stamp by a person having authority to do so, and with intent to indorse the instrument, constitutes a valid indorsement, and that the indorsement of a draft does not prove itself, but must be established by proper testimony.

TRAVELING SALESMAN—MISREPRESENTATIONS.

The Supreme Court of Minnesota held, in the case of *Roebuck et al. vs. Wick*, that where a traveling salesman falsely represented to the vendee of certain goods that he had made sales of similar articles to a competitor engaged in the same business in the same place as the vendee, in evidence of which he produced a fictitious contract of sale to such competitor, he made use of an artifice intended to cheat or deceive another within the rule avoiding a contract of sale for fraudulent misrepresentations.

EXEMPTION—TOOLS—ABANDONMENT—LEASE.

The Supreme Court of Minnesota held, in the case of *Cable vs. Hoolihan, Sheriff, et al.*, that the exemption of tools and instrumentalities granted by section 5459 of the General Statutes of 1894 is lost by an abandonment of the trade or occupation in connection with which they are exempted. In the case before it, the court held that the exemption claimed by the plaintiff respecting certain tools levied upon by the defendant as sheriff had been lost by his conduct in abandoning his trade and leaving the tools to a third person for the period of two years, coupled with the right on the part of the lessee to purchase the same at any time within one year from the date of the lease.

EMPLOYER'S LIABILITY—DEFECTIVE APPLIANCES.

The Supreme Court of Minnesota held, in the case of *Costello vs. Frankman et al.*, that appliances and implements may be suitable and safe when used in the performance of certain work under other conditions, and if the employer furnishes appliances under conditions where from the nature of the work they are liable to become unfastened and thus subject employees to injury, the employer is open to the charge of having furnished unsafe and unsuitable appliances. In the case before it, which involved the question of the safety of a pulley block and appendages, the court said that the rule was not changed by the fact that the same might have been rendered safe by proper tying or mousing, and that as respected and unskilled workman having no knowledge of facts, such mousing was not a duty to be performed by the employees.

GREATEST INSURANCE ON EARTH.

I want to write an ode to the savings bank for the man who works on a salary and I want to tune my harp and sing psalms of praise to the sinking fund for the man who owns the place! I want to slap the man on the back who has something laid aside for the moist day of the future. I want to drink to the man who has a nice little nest egg laid aside and who can look grim Adversity in the eye and with a grin say: "Go to the devil!" I want to doff my hat to the business man who has the sinking fund habit, for he can cross his legs and smoke comfortably when the mill hands go on a strike and business in his town goes to the demnition bow wows! I kow-tow to the boy on 15 a week who is slipping 5 of it away each week and who has a few wholesale catalogues laid away in the bureau drawer at home and is getting interested in the subject of rents and is beginning to wonder who made Smith's pretty fixtures. I glory in the man who is ready for anything and the greatest insurance on earth is sinking fund and the savings bank. ! D. C. W.

TRIMMING THE TRIMMER.

"Here, you boy, what are you doing with the whisk?" said the customer to the boy in the barber shop who was plying the broom while looking another way.

"Don't speak so cross to the boy; he's only learning the business," said the Boss.

"When a boy needs it, I'll trim him down," said the man who was being broomed.

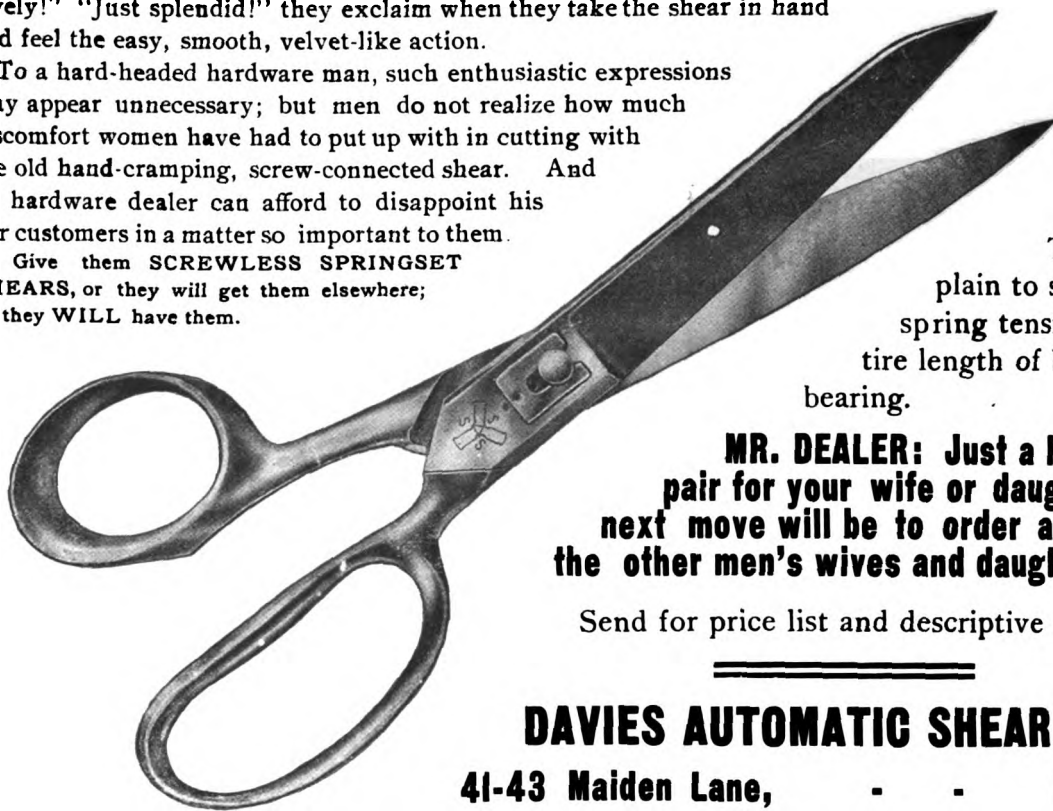
"We cannot permit a customer to trim his 'whiskers' in this shop. I'll attend to that." Remarked the Boss.

THE WOMEN ARE CRAZY

to get those perfect-cutting **Screwless Springset Shears**. "Perfectly lovely!" "Just splendid!" they exclaim when they take the shear in hand and feel the easy, smooth, velvet-like action.

To a hard-headed hardware man, such enthusiastic expressions may appear unnecessary; but men do not realize how much discomfort women have had to put up with in cutting with the old hand-cramping, screw-connected shear. And no hardware dealer can afford to disappoint his fair customers in a matter so important to them.

Give them **SCREWLESS SPRINGSET SHEARS**, or they will get them elsewhere; for they **WILL** have them.



The cause is plain to see: Perfect spring tension; cuts entire length of blade; roller bearing.

MR. DEALER: Just a hint: Get a pair for your wife or daughter; your next move will be to order a gross for the other men's wives and daughters.

Send for price list and descriptive folder.

DAVIES AUTOMATIC SHEAR CO.,

41-43 Maiden Lane,

NEW YORK

THE COPPER AGE.

"Twenty-five years ago the United States produced 27,000 tons of copper. The production during 1905 was practically 400,000 tons, or more than half of the world's total supply. The value of last year's output may be given as \$160,000,000," says the New York Sun. "The uses of this metal are steadily growing. It is estimated that by 1920 the requirements of the world will reach 1,500,000 tons. The United States will probably hold its present place in the market. New deposits are opened from time to time. There are known districts yet undeveloped in the western mountains, and Alaska is rich in copper. Mexico and Canada are copper countries and send the United States ore and matte for smelting, and pigs, bars and ingots for manufacture. The increasing supply of the metal promises to keep prices within reasonable bounds, while the increasing demand fairly assures ample profits to the owners of copper properties. No available substitute has yet been found for its use for electrical purposes. and the employment of electricity increasing from year to year. The day of copper has come, and there is every reason to believe it will be a long day."

INCREASED OUTPUT OF COPPER.

The value of the copper production in the United States in 1905 was \$137,498,727, as compared with \$105,629,845 in 1904. The product of 1905 was much the largest ever recorded in the United States. Exports of copper to Germany, Holland, and other countries continue to increase. During the months of May 11,072,320 pounds were shipped to Germany, as compared with 6,381,340 pounds in April. Exports to Holland were 14,197,120 pounds in May, an increase of over 1,000,000 pounds as compared with the preceding month. France took 6,948,480 pounds and the United Kingdom 5,125,120 pounds, being a considerable increase over the previous month's shipments. The Michigan mines produced 20,000,000 pounds of refined copper in May, which sold for approximately \$3,760,000. That was the largest output secured in any month since copper was first mined in the Lake Superior region. It indicates an annual production of 240,000,000 pounds, but an even larger product is expected as a result of preparations made by the mine owners to handle a greater output.

CANADIAN TRADE.

BRITISH COMMISSION WILL SEEK REASONS FOR SMALL SALES.

Consul R. S. Chilton, Jr., quotes a Toronto newspaper statement that the British Board of Trade will send a commission to Canada to discover the nature of the competition that is encountered by British manufacturers in Canada, upon which the paper comments:

When it is remembered that the products of British factories enter this country at two-thirds of the ordinary duty, it is remarkable that they have not made greater headway. Between 1897, when the British preference was begun, and 1905 the dutiable imports from Great Britain increased by about \$16,000,000, while the dutiable imports from the United States increased by \$38,000,000. The increase in the British imports was mainly in cottons and woollens. And right at this point, where something has been accomplished, the Canadian manufacturer complains that he is injured by the competition of the English and Scotch factories.

This is a notable instance of nature, geographical proximity and social and commercial habits being stronger than law. Canada has the necessary equipment of a manufacturing country, including mines, forests, and water power. All the necessities of life and most of the conveniences and luxuries are produced within its own boundaries. As its great water powers are developed it will tend to become more and more an industrial country, and to require less and less from abroad. In the meantime the proximity of the more advanced United States has the natural result, first, of promoting the sale of American manufactures in Canada; next, of arousing in Canadians the ambition to manufacture similar goods for themselves, imitating, adopting, and varying American inventions and processes of industry.

In these facts may be sought the cause of the partial failure of the British preference. What Canadians do not or can not produce for themselves they are apt to seek in the United States. Near the border line similarity of conditions and habits conduces to this result. Such things as stoves, refrigerators, wagons and farm implements illustrate this similarity. If a Canadian manufacturer finds that some new device is giving his American competitor an advantage over him he adopts it or improves upon it. In this keen rivalry it is very difficult for the old country manufacturer to take a part. It is in staples like cottons, woollens and certain prepared foods that the British manufacturer holds his own.

OUR CANADIAN LETTER

(By Our Special Correspondent.)

TORONTO, July 5, 1906.

A BIG HALF YEAR.

The first half of 1906 has been a remarkably good one for Canadian Hardwaremen, as while a few winter lines such as sleigh bells, axes, etc., were carried over in large quantities, owing to the mild winter, other winter goods sold well and with the early Spring a building boom set in, dealers in every part of Canada finding an increased demand for mechanics' tools, builders' Hardware and contractors' supplies. The Summer slackening off has not materialized as early as usual, shipments continuing heavy up to the end of June. Travelers will take well-earned holidays this month, and manufacturers and jobbers will endeavor to get large enough stocks to supply the heavy demand certain to be felt in the Fall. With the exception of lanterns, wire nails and a few other lines, prices have held very firm all Spring and Summer. As an indication of the remarkable development going on in Canada, the building statistics of Toronto might be quoted. Last year was the record year, but for the first six months of 1906 the permits issued totaled \$6,200,000 as compared with \$4,500,000 during the same period in 1905.

In spite of this prosperity, the retail trade has not been getting its share of the harvest, because of lack of organization. Price cutting has been general, and most dealers have been doing hundreds or thousands of dollars' worth of business in wire nails, fencing, white lead, churns, lanterns, cement and other staples, without making enough profit to cover the cost of handling these goods. The sale of builders' supplies, etc., to consumers by large retail houses on the jobbers' list has also resulted in much loss to the trade within a hundred miles of Toronto. Tinware manufacturing houses, metal roofing concerns and other producers and jobbers are also accused of selling to men outside the trade in direct competition with regular dealers to whom they have sold stocks of goods. The Retail Hardware Associations of Western Canada and Ontario are grappling with these problems, however, and conditions are bound to improve if the trade backs up the executive officers. The Western Hardwaremen meet in convention at Winnipeg on July 25 and the Ontario Association holds another convention at Toronto on September 4 and 5.

QUEBEC TRAVELERS' TAX.

The latest provisions of the tax imposed on "foreign" travelers by the Province of Quebec are not generally understood, a sliding scale being now in force.

The six months' privilege, in effect since May 1, provides for a license from 1st May to 1st November, or from 1st of November until the 1st of May following, by paying one-half the amount of full yearly tax. Thus a traveler for a firm outside of Canada calling on the wholesale trade in the Province of Quebec, instead of paying \$100 pays only \$50 for a six months' license, and a traveller calling upon the wholesale and retail pays \$100, while one selling consumers pays \$200, instead of \$200 and \$400 respectively. This latter provision is decidedly more equitable as it practically cuts in half the obnoxious tax. To avoid taking out more than a six months' license foreign travelers must arrange their trips so as not to overlap the dates mentioned.

Foreign commercial travelers still make strenuous objections to the tax, but the Provincial Revenue Department is closely watching its collection, and evasions, which were at first effected, are now impossible. Interviewed in Montreal, the collector of Quebec provincial revenue outlined clearly the exact interpretation of many dubious points. For instance, a firm outside of Canada desiring to send a traveler to work the Province of Quebec, to avoid paying the tax must have a bona fide place of business in the province at some centre where stock is carried and books kept. A favorite form of evasion, which is useless in this respect, is for a foreign firm to establish an agent in either Montreal or Quebec. While the resident agent has not to take out a license, a traveler from the headquarters of the firm, or any of its foreign branch offices, coming to the province to call on the trade with the agent, must pay the tax.

TRADE DEVELOPMENT AND PERSONAL ITEMS.

The Schultz Mfg. Co., Hamilton, Ont., a new concern launched a year ago, has gotten well established in the lantern business. There are three other large manufacturers of lanterns in Canada, the Kemp Mfg. Co., Toronto; Ontario Lamp & Lantern Co., Hamilton, and the W. W. Chown Co., Ltd., Belleville. For about a year there has been an open market in lanterns, the result being that not only the trade but grocers and others are stocked up with lanterns and they are being sold for half their

former price by both manufacturers and retailers.

Port Hope and Bowmanville are two Ontario towns of 3,000 to 4,000 population, each having five Hardware stores in addition to others in near-by towns and villages which compete for the farmers' trade. In Port Hope there are also two stove and tinware stores, none of the Hardwaremen handling this side line. Needless to say, competition is keen, and staple lines such as nails, white lead, etc., are being slaughtered at bottom prices. One dealer in Port Hope is overcoming the manufacturers' agreement by buying through the Chicago House Wrecking Co., hoping in this way to beat his competitors on the lines he secures from this concern. In Belleville and Barrie, in direct contrast to the towns first mentioned, the trade have drawn up a list of prices and price cutting is practically unheard of. In the last two named towns the dealers are organized in the Retail Hardware Association.

The Morse Hardware & Lumber Co., Swan River, Man., has been incorporated with a capital stock of \$100,000.

A. A. McMichael, vice-president and Toronto manager of the James Robertson Co., Montreal, Toronto and St. John, died suddenly early in June. Mr. McMichael was chairman of the Hardware section of the Toronto Board of Trade, and a popular and energetic man. The Robertson Co. some months ago sold their saw business to the Canada Simonds Co., but still manufacture paints and plumbing supplies. H. S. Harwood has taken over the management of the Toronto branch.

Several changes have been made in manufacturers' agency circles in Winnipeg during the past month. James Tees, of Tees and Persse, died suddenly and E. B. Loucks left the Marshall-Wells Co. to open an agency in partnership with E. H. Bissett. Mr. Tees commenced business with the Canada Lead Works of Montreal.

The Canada Simonds Saw Works are installing improved machinery at their Montreal works.

The Williams Gauge Co., Pittsburgh, are opening a branch at Montreal, in charge of W. N. Courtney.

R. J. Bruce has sold his Hardware store at Port Perry, Ont., to A. J. Carnegie, and has purchased Hope & Noden's business at Toronto Junction.

John McCollough, traveler for Wood, Vallance & Co., Hardware jobbers, Hamilton, Ont., recently returned from a three months' tour of Southern Europe and Asia Minor.

The George Taylor Hardware Co., London, Ont., have opened a branch at New Liskeard in addition to their branch at Cobalt in the famed mining district in Northern Ontario.

Geo. Caverhill, of Caverhill, Learmont & Co., Hardware jobbers, Montreal, has recovered from a short illness.

Arthur Leger, of Lacroix & Leger, and A. Derouin, of L. H. Hebert & Co., Montreal, are on a three months trip to Europe.

A. D. Lablanc, formerly of the Canada Hardware Co., Montreal, has joined the travelling staff of Lewis Bros., Montreal.

Percy C. Owen, of the Rogers Hardware Co., Charlottetown. P. E. I., has removed to Lacombe, Sask.

F. J. Cragg, of F. J. Cragg & Co., Halifax, N. S., was a delegate to the recent convention of the Knights of Columbus at New Haven, Conn.

The Maple Leaf Harvest Tool Co., Tillsonburg, the Nicholson File Co., Port Hope, and Shurley & Dietrich's saw works, Galt, are all enlarging their plants and machinery.

The Ontario Silver Co., Niagara Falls, Ont., have been prosecuted and fined \$600 for marking their cutlery "Sheffield." The Cutlery Corporation of England was behind the prosecution.

The J. H. Ashdown Hardware Co., Winnipeg, are to open a branch jobbing warehouse at Calgary, Alberta, and it is also reported that a Toronto wholesale house will also establish a branch at Calgary.

The Hamilton Plate and Mirror Glass Co. are to open a factory at Hamilton, Ont.

The Blanchite Process Paint Co. has been formed at Toronto, the capital stock being \$250,000.

The Canadian Wire Screen Co., Toronto, capitalized at \$250,000 will make wire roller window screens at Toronto.

J. E. Lundy and J. B. McLeod have opened a Hardware store at Edmonton, Alberta.

The Kelly Hardware Co., Brandon, Man., has been incorporated with a capitalization of \$15,000.

S. S. Wetmore, of A. M. Bell & Co., Halifax, N. S., one of the best window display artists in Canada, will attend the Window Dressers' Convention in New York in August.

Brandram Bros., the English firm of lead corrodors who are to establish a Canadian plant, have decided not to locate at Halifax, and will probably select Montreal as their factory site.

REVIEW OF THE MARKETS.

WIRE NAILS: At a meeting of the independent Wire Nail Manufacturers held in the latter part of June, quotations were re-affirmed and production was sufficiently curtailed during the Summer months to strengthen the market conditions. The demand keeps up very well, while the steel shortage has a negative effect on the output. Slight concessions from official quotations are reported as having been made on desirable orders. Quotations are as follows, f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|--|--------|
| Carloads to jobbers | \$1.85 |
| Carload lots to retail merchants | 1.90 |

New York. Small lots from store are still in fair demand for immediate wants. Quotations for small lots from store are on the basis of \$2.10 per keg.

CUT NAILS: At the recent meeting of the Cut Nail Association prevailing prices were re-affirmed, new business in cut nails being reported light. Mills are running on contract orders already booked. While some quotations are reported as having been shaded slightly by mills outside the Association, the market fairly maintains its strength. Advantage is taken by some of the mills to close for needed repairs. Quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock New York; \$2 for less than carloads on dock New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York. The local demand is moderate in its proportions. Quotations for small lots from store are on the basis of \$2 per keg.

BARB WIRE: The present demand from the trade proper is comparatively light and but little doing, the railroads furnishing the principal outlet through specifications on contract orders. Quotations recently re-affirmed are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | | |
|---|--------|--------|
| Jobbers, carload lots | \$2.00 | \$2.30 |
| Retailers, carload lots | 2.05 | 2.35 |
| Retailers, less than carload lots | 2.15 | 2.45 |

SMOOTH FENCE WIRE: New business is referred to as being quite moderate, although manufacturers of Fencing are beginning to place contracts for their annual requirements. It is expected the business in this line will be very heavy during the Fall, as shipments from the mills are larger than usual at this season of the year. Quotations are as follows, f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

WOOD PLANES: The manufacturers of Wood Planes, Hand and Bench Screws, etc., have withdrawn all quotations on these goods made previous to July 2. New prices are announced advancing quotations, due, it is said, to the increased cost of lumber and other materials. On the new schedule the price of Planes to the general retail trade is subject to the following discounts:

| | |
|---------------------------------------|-----|
| Wood Bench Planes, First Grade | 35% |
| Wood Bench Planes, Second Grade | 45% |
| Molding Planes | 30% |

The usual additional concessions are made to the large buyers.

HAND AND BENCH SCREWS: The advanced prices on Hand and Bench Screws are represented by the following base discounts.

| | |
|---|-----|
| Wood Bench Screws, without collar | 25% |
| Wood Bench Screws, with collar | 20% |
| Hand Screws | 25% |
| Cabinetmakers' Clamps | 25% |

HENRY DISSTON & SONS, Philadelphia, have issued a new edition of their catalogue under date of July, 1906. A variety of new goods have been added to their line, and also a number of changes in list prices, some of which apply to important goods.

In connection with the catalogue a revised discount sheet is issued bearing date of July 2, 1906, in which a number of changes are made in the discounts.

BINDER TWINE: General market quotations f.o.b. Eastern factories may be given as follows:

| | |
|---|------------|
| White Sisal (500 feet to the pound) | 9¼ to 9½ |
| Standard (500 feet to the pound) | 9¼ to 9½ |
| Standard Manila (550 feet to the pound) | 10½ to 10¾ |
| Manila (650 feet to the pound) | 11½ to 12 |
| Pure Manila (650 feet to the pound) | 12½ to 13 |

ROPE: The following prices may be said to represent the market:

| | Cents Per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger | 12½ |
| B Quality Manila | 11½ |
| Pure Sisal, 7-16 and larger | 9 to 9¼ |
| No. 2 Sisal, 7-16 and larger | 7¾ to 8 |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....40 cents per gallon.

In lots of 5 barrels or more.....39 cents per gallon.

The "American" brand for respective quantities, 2 cents per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Doubled Boiled Linseed Oil, 2 cents per gallon higher than raw.

Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.

Calcutta Oil68 cents per gallon.

THE GRAPHITE TRADE.

Business in the line of graphite products shows for the six months of 1906 marked increase over the six months of 1905, although we did not think it possible. Prospects are reported by our salesmen throughout the United States seem to be that there will be no let up to business. At present writing some of our Western salesmen report the thermometer to be from 92 to 105, which has "knocked business," coming as it has close to the Fourth of July.

JOSEPH DIXON CRUCIBLE Co.

THE DAVENPORT TRADE.

The jobbing trade in Summer goods is practically over. The usual advance orders for Fall and Winter trade have been placed; hence the business that is being done in Hardware is of an assorting nature in a general way. Orders are made up of a large number of articles and a small quantity of each. The sharp advances in metals, especially tin, etc., has resulted in advancing prices of many commodities, especially those that are galvanized or tinned. The abnormally large cherry crop has produced a famine in Cherry Seeders and there are other lines that are difficult to obtain promptly from manufacturers. Money is not as plentiful as could be wished and collections are correspondingly slow.

SICKELS, PRESTON & NUTTING Co.

THE ST. PAUL TRADE.

The Hardware trade is prosperous in our entire section. Goods are in demand and prices firm. The crop is coming on in good shape,—never having looked more favorable. Surely we have much to be thankful for, because of our living in this beautiful State. The writer has recently returned from a three weeks' trip East and feels there is no signs of a relapse, but rather that all signs point towards continued prosperity. The West is doing well but the East, too, is flourishing beyond any previous experience. We advise the trade to contract for Fall and Winter goods—get them in early and be prepared ahead of the season to do the business. Many retailers are adopting the plan of marking goods in plain figures—so large that the man and woman can read them as they run. In fact, do business in modern ways and don't be afraid to show everybody what your prices are, because people do desire to get along without asking questions and do like to walk around the store and see for themselves what each article cost them. Another good thing is a bargain counter,—all articles on it to be 5, 10 or 15 cents. This is good advertising and wins out.

HACKETT, WALTHER, GATES HARDWARE Co.

FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED
— BY —

NICHOLSON FILE CO.,

Providence, R. I.

THE SAGINAW TRADE.

Here forty-three years ago all was lumber and salt business. Our river on each side had saw mills and salt blocks. Schooners and steam boats were loading salt and lumber and our river was a busy thoroughfare. There was not a single bridge across the river, little steamers were used to ferry the people across and rope ferries to take the teams across. Then there were no railroad connections, and passengers had to take a stage part of the way coming or going to Detroit. The Hardware used in this section of the country was only the kind that saw mills used and the pioneer used in his cheap home. Thumb latches were used mostly on the doors, but some used, in a small degree, rim locks and knobs. Now there is no builders' Hardware too good. In the old days stove manufacturers, to beat their competitors, put a No. 9 top on a No. 8 stove; they sold well, for all a customer wanted in those days was to get a stove as near the size of his pocketbook as possible. Now people want the best steel ranges, and where in the old days they used to burn slabs in summer, they now use gas for cooking purposes.

Through the last forty-three years G. W. Morley, president, and Edward W. Morley, vice-president, have been and are now connected with the Hardware company of Morley Brothers. They have seen the crops change from logs, shingles, staves, telegraph poles, etc., to wheat, corn, potatoes, sugar beets, etc. The saw mills are all gone and in their place are furniture factories, lumber tool factories, piano factories, harness factories, horse collar factories, plate glass factories, etc.

At the present time crops in this section look fine. We have had rain enough to keep them in good growing condition. Trade keeps up well for this season of the year, and we believe those who buy for only their legitimate trade will do better than those who over-buy and have to make forced sales to get rid of their overstock. Over-buying we believe is the cause of more cutting than anything else. If all merchants buy discreetly we think they will all make more money and do a better business the coming Fall.

MORLEY BROTHERS.

E. P. Stoughton, vice-president of the Millers Falls Co., having charge of the business in New York, sailed on the steamer Vaderland, June 30. He was accompanied by his daughter. They intend taking a two months' tour of Europe, which, similar to the trip taken two years ago, will include the more interesting portions of the United Kingdom and the Continent as far as Rome. It is the intention of Mr. Stoughton to return early in September in ample season for business, the trip being largely of a recreative character.

THE PHILADELPHIA TRADE.

Having completed the first half of 1906 which has shown very satisfactory results as far as total sales are concerned, in fact our out put during this period has exceeded our best records of any previous year; and from reports received from manufacturers and also from our customers, we feel hopeful for a continuance of the prosperity prevailing at the present time, for the balance of the present year at least.

We might add in connection with our comments on conditions that profits are not what they should be, by any manner of means, considering amount of detail and expense necessary for the maintenance and proper handling of the business. Competition appears to be as keen as ever, if not more so, and no one seems to be willing to pass an order if any profit at all can be figured and we regret to say that we are not as sanguine for an improvement along this line as we are for increased sales.

BIDDLE HARDWARE CO.

THE SAN FRANCISCO TRADE.

Conditions on the Pacific Coast continue bright. Crop prospects, with some exceptions in fruits, are fine, our banks are plentifully supplied with funds, our domestic and foreign trade is large and all of our farm and orchard products are bringing good prices, in some branches away above the normal. Outside of San Francisco all commercial conditions are most excellent, and even in this city trade is active. The foreign commerce of San Francisco keeps up to its former high level. Since the fire we have shipped out large lines of goods to China, Japan, Siberia, Central and South America and the Pacific Islands, and can supply these countries with all the goods they order from us as our shipping facilities are as good as they ever were. We have not lost our foreign trade yet, and do not intend to lose it. We are still and always will be the great export and import metropolis of the Pacific Coast.

In view of what is now to be seen in this port, and has been visible for ten days, the closing lines in the foregoing paragraph may seem like braggadocio, but I think not, and believe that before lasting harm shall come union laborers of the water front who want to remain in San Francisco, and there are many of them, will take another view of things and bring peace to their warfare.

For instance, the present strike on the water front has forced one big steamship line to abandon San Francisco as a terminal. Three days ago Agent S. M. Gray of the great Kosmos line announced that hereafter all the big steamships of the German company would run direct to Puget Sound instead of San Fran-

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U.S.A.

cisco, which has been their terminus for some years for shipping from Europe, South and Central America. The Kosmos line is a member of the United Shipping and Transportation Association, and therefore remained loyal to the other owners during the present trouble on the front, existing now several weeks. But now the owners of the big ships see that they cannot expect to make any more money for a while by sending their cargoes here, so the directors wired Gray advising him of the change.

This will mean a great loss to San Francisco, as the Kosmos line is one of the most important touching here. It is a branch of the great Hamburg-American concern, with principal offices in Hamburg, Germany, and was induced to touch here by the Chamber of Commerce and influential citizens only after a great effort. Now all the labor of these influential persons has gone for naught, for the Kosmos line wants no more of San Francisco and her striking seamen, for the present at least.

A \$100,000 fire visited the trade this week, the losers being the Hardware firm of Holbrook, Merrill & Stetson. The loss was the firm's store in Los Angeles. Policies aggregating \$60,000 were on this risk, but as the Hardware firm is having trouble in getting insurance money for San Francisco fire losses, the same insurance companies being involved in both fires, they don't know how they'll come out.

W. W. Montague & Co. have erected several warehouses about the city to accommodate the storage of their stock. Last week they completed one at Front and Sacramento streets—a large story and a half temporary structure covering a lot 50x120. The space inside is undivided, the stock being piled to the ceiling. Other storehouses of the firm are located in various parts of the town, making delivery in these sections easy.

Articles of incorporation of the Western Manufacturing Supply Company were filed last week. The purpose is to engage in a general foundry, manufacturing and machinery business at Berkeley on this side of the bay. The capital stock is \$25,000, and the directors are James Normand of Marfa, Texas; Montroyd Sharpe, H. F. Anderson and G. H. Normand of Santa Cruz, and James H. Todd of Berkeley.

Ground lease was secured this week by Osborn Hardware and Tool Company at Golden Gate avenue and Polk street for three years. Total rental, \$4,500.

The Brittain Company, dealers in builders' Hardware, carpenters' tools and household utensils, successors to the anti-disaster company of C. H. Philpott & Co. Hardware Company and Olympic house and Sportsmen's house, have opened for business in a large temporary building on Van Ness avenue, near Market street.

A Hardware, tools and cutlery house was opened last week at 1466 Market street, near the City Hall, by Ed. Jones, manager, before the fire, for the Alexander-Yost Hardware Company.

The E. D. Vaut Hardware Company has commenced business at 115 Grove street, mechanics' tools being a specialty.

INDUSTRIAL PRESS ASSOCIATION.

A CHAT ABOUT NAILS.

There is probably no ironmonger in the United Kingdom who does not stock one or more kinds of nails. The sale and even the manufacture of nails have from time immemorial, says a contributor to the *Ironmongers Chronicle*, been associated with the Hardware dealer, and comparatively few years ago most of the leading ironmongers in the country employed nail makers, producing from slit rods the nails retailed. During the last quarter of a century a great change has swept over the nail industries and those useful articles, which were formerly made by hand, are now, to a large extent, entirely manufactured by automatic machinery. In 1830 it was estimated that fully 50,000 men, women and children were employed in the neighborhood of Dudley and Bromsgrove in the manufacture of nails. It is recorded that the first slitting forge was set up, in 1600, near Stanbridge, by a family by the name of Foley, who doled out to the different nailers in the district the slit rods which were afterwards made into nails of different sizes. In the reign of Queen Anne it is stated that nailers worked from 4 o'clock on Monday morning to 9 o'clock on Saturday night in order to obtain the miserable pittance of three shillings per week. The manufacture of hand-made nails also remained a cottage industry, and was generally practiced in small sheds or shops attached to dwellings, and the industry was not unfrequently carried on by the entire family, husband and wife, sons and daughters working together. The greater portion of small nails and tacks were hammered into shape by scantily clad women grouped round crowded forges in the small smithies. There were several grades of nail makers, the most skilful being those who produced the horse shoe nails; other branches included the makers of rose and clasp

nails, while yet again tack makers confined themselves to their special line. The rapidity with which hand-wrought nails were formerly made may be gauged by the fact that a workman has been known to produce 40,000 clasp nails in fourteen days; each of these nails requiring to be struck by a hammer weighing two pounds at least twenty-five times; in the process the iron would require to be heated upwards of forty thousand times. The smallest variety of tacks weighed about four ounces per thousand, and not unfrequently a skilful tack maker would produce tacks weighing not more than twenty grains each. The old May list, once so well known to the trade, embraced upwards of thirty varieties of wrought nails; and many ironmongers remember that in their apprenticeship they had to put up packets of nails for sale, the smaller quantities being decided by tale or number, the larger parcels being sold by the nominal thousand, at the scheduled weight, which generally means that a "thousand" nails only counted about seven or eight hundred. The older type of wrought nails consisted of rose, clasp, dabs, clout, sacking, and brads, to which may be added slate, tray, and saddlers' nails. Some of these names have ceased to be used as the different types have been superseded by the more modified forms of machine-made nails. The hand-made shoe nails, once sold so generally in all parts of the country, which included the somewhat mysterious names of sparrowbills, tips, and clenchers, have long since given way to nails mechanically made. The principal nails now in general use may be grouped under the somewhat broad terms of wire, malleable, patent wrought, cut, and galvanized. To a very large extent the whole of these nails, with which apprentices of the present day are familiar, are manufactured by automatic machinery. Some of the machines are exceedingly complicated, and in the space of this brief account it would be impossible to satisfactorily describe the ingenious machinery which has been invented during recent years.

The machines in which patent wrought iron nails are made were first invented by Mr. Cordes in conjunction with Mr. Ewbank; and Messrs. Cordes (D.S. Works), Ltd., of Newport, Mon., continue to manufacture the well-known "Star" brand nails out of slit iron rods. These rods are conveyed from the slitting mill to the shanking machines, in which they are cut into varying widths, according to the sizes of nails it is intended to make. Powerful machinery presses them into the desired shape, and subsequently the nails are completed in the heading and pointing machines with great speed. Steel nails, on the other hand, are made from nail strips, which on their arrival from the rolling mill, are fed automatically into machines which cut and make the nail in a single operation. Wire nails are manufactured from drawn wire and the complicated machines are automatic in their action. The coils of wire are first pickled in sulphuric acid and all scale removed, then washed and dried. The end of the coil, after being pointed, is inserted in a machine, gripped, and drawn to exact size and made ready for the nail-making machine, where it is operated, the nail head being formed, a pointed cut completing the finished nail; another piece of mechanism throwing it into a pan.

The modern systems under which nails are now retailed stand out in contrast from older methods in which the time of ironmongers' apprentices was taken up counting and weighing.

Manufacturers assist retailers and save valuable time by putting up convenient-sized packages of nails and tacks. Still some hand labor is required in weighing—not counting—nails, and the importance of expeditious work was brought out at the last examination of ironmongers' assistants, in London, where one of the practical tests of proficiency consisted in weighing and packing nails.

THE ENVIOUS WOMAN.

The train had pulled out of the terminal and the conductor was on his fare-collecting tour. In one car there sat alone a woman dressed in deep mourning, her heavy veil having been lifted to allow a breath of air. When the conductor approached her the woman burst into tears.

As she cried as if her heart would burst the conductor asked her what was the matter. She sobbed this reply: "Ten years ago I took my first husband over this road to be cremated; five crematory, and now I am taking my third husband to be cremated years ago I took my second husband on the same trip to the sumed to ashes."

Just then there were heard loud sobs coming from a seat on the opposite side of the car. The conductor turned and saw another woman crying. Approaching softly, he asked the weeping one: "What is the matter, madam?"

Taking her handkerchief from her eyes, the second one in tears answered: "That woman has husbands to burn, while I can't get even one."

"THE BIGGEST LITTLE THING ON EARTH"

THE GENUINE KAMPFE

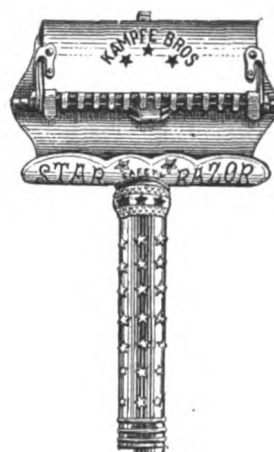
STAR SAFETY RAZOR

Stands unrivalled as the quickest, easiest and safest
in the wide world.



Price

1.50



25 YEARS' REPUTATION BEHIND EVERY BLADE

The SECRET
THE 3 STARS BLADE



JUDGMENT

It is safer to judge a person by what he *does* rather than by what he *says*. He may mean well enough and never intend to mislead you, but his story, for instance, of what he *can* do may be based entirely upon what he *thinks he can* or *wants* to do.

Lots of good starters are poor finishers. An acquaintance with the

Star Safety Razor
IS NEVER DROPPED

A revelation of speed and efficiency combined with comfort and absolute security. The Star Safety Razor has, in the last 30 years, earned for itself, by merit and quality alone, the name of the best and safest razor in the world.

KAMPFE BROTHERS

Manufacturers

8-12 Reade Street, NEW YORK

WIRE FENCING.

NETTING NEEDED IN AUSTRALIA.

Mr. H. D. Ross, commercial agent for Canada in South Australia in a recent report writes as follows regarding the use of wire netting in that country. What he says will have as much interest with American as Canadian manufacturers:

The government of one of the Australian States is calling for tenders to supply wire netting for rabbit fencing to the value of \$100,000. It has decided to submit the business to public competition. The quotations relative to values are as follows:

| | | | |
|------------------------------|----------|------------------------------|----------|
| 42x1 $\frac{1}{4}$ x17 | \$194.66 | 42x1 $\frac{1}{2}$ x17 | \$161.79 |
| 36x1 $\frac{1}{4}$ x17 | 175.20 | 36x1 $\frac{1}{2}$ x17 | 140.56 |
| 42x1 $\frac{1}{2}$ x18 | 152.37 | 42x1 $\frac{1}{2}$ x18 | 125.26 |
| 36x1 $\frac{1}{4}$ x18 | 130.42 | 36x1 $\frac{1}{2}$ x18 | 107.06 |

These prices must not in any way be considered as quotations for supplies, but merely as a guide to indicate the difference in value of the various grades. 42x1 $\frac{1}{4}$ x17 stands at the head of the list, but it is claimed to be the cheapest in the end. South Australia adopts 36x1 $\frac{1}{2}$ x18. Naturally this demand in one direction for wire netting must tend to influence the market. Wire netting of the above sizes is duty free and should not be confused with wire fencing, which the customs have decided as being dutiable at 20 per cent. ad valorem. There are several wire-netting factories in Australia, one having a very extensive and modern plant, but local makers have to import the raw material.

INVENTORS— BY THE MAN WHO SEES THEM.

Of all the men with whom the technical journalist is brought into contact, the professional inventor is the most to be dreaded. The inside of his head is as well furnished with notions as the outside of his head is with hairs, and nine times out of ten there is as little money in his inventions as there is in his pockets. He brings along a dirty specification and a model, says the *Iron-monger*, craftily constructed from bits of a chocolate-box and of a decorated mustard tin. This model he exhibits at work, and begs for advice and a slight "advance" in coin. The advice we give him, but on the other count our hearts are as that of Pharaoh who knew not Joseph.

The inventor is variously attired, and it is worth noticing that his clothes age with his body. The young and less experienced specimens are well groomed and talk large. They have views about the value of their invention that would take our breath away, did we not apply a special discount to the quotation. One of this class came to see us a few months ago, bringing along 3 feet of gas tubing, a few inches of perforated-iron tube, and a small brass fitting with a cock in it. This was the "Universal Housemaid." He was not the "actual" inventor, he desired us to understand. He was only acting on behalf of a friend. But the invention he wished to show us was the finest "notion" he had ever seen, and would "solve once and for all the great servant question." We mildly asked what domestic duty the apparatus was intended to facilitate. "Sir," said he, "it will light the fire without matches and without dirt." We objected that Mary Ann's protest was against the coal and cinders, which his mechanical maiden would not overcome, but the inventor's friend brushed this aside with an airy assurance that there were thousands in the idea. The "Housemaid" would sell like patent pills at half-a-guinea each, and would cost only sixpence to produce. What did his friend want for it?

As years go by the personal appearance of this type of inventor deteriorates. As his brain becomes more fertile his inventions grow more hopelessly futile and his pockets lighter

and lighter. He is anxious to introduce, and will sell for a few pounds all rights in, an improvement which nobody wants. He would substitute metal for some other material which experience has shown to be completely satisfactory for some specific purpose. We try to impress upon him that a stamped-steel chair will have no attraction for a housewife, who, if unable to afford a Chippendale, would sooner have a wicker one; but he fails to see it. He pities from his heart the lady's lack of appreciation of the truly utilitarian. Why waste money on mahogany and marble when tables can be made with tops of enamelled iron and legs of tube, and washstands from stamped steel? The artistic treatment of furniture, he hints, is being carried to absurd extremes.

But the most fearsome of the inventor tribe is the lady inventor. Once admit her to an interview, and thenceforward she thinks she has a lien on your time and influence for the rest of your life. Almost invariably she begins by stating that she knows nothing about business, but that So-and-so (whom ever after we hate with a profound sinerity) sent her along. She produces the invention, "patented in all countries," from a reticule—we believe that is the proper term to apply to what is a bag obviously made from a piece of discarded skirt. Ordinarily it is some trifling device for domestic use, but "Don't you think I ought to get two hundred pounds for it? It can be sold for a penny, and you know the man who invented the penny pencil-protector made thirty thousand pounds out of it." We inwardly curse that penny-pencil party. We do not believe that he ever lived, but if he did and is now rubbed out we trust that he is undergoing the torture on the point of the pencil due to him. He merits a just punishment; he should be hoist by his own petard. Still, we listen to the lady inventor's tale and send her along to somebody else, who henceforth hates us even more violently than we hate the man who sent her to us. We rejoice to be thus easily rid of her; but, alas! our self-congratulations are premature. She returns for more introductions. "Mr. Thingummy does not think well of my invention." We always thought that "Mr. Thingummy" was a man of sound judgment; we are now certain of it. We send the fair applicant elsewhere, and in the end, perhaps, she disposes of her patent. But she has not finished with us. In her gratitude she sands us samples, which we examine and cast into the wastepaper-basket, after penning a few lines of good-natured comment about the "capital little counter-line which has been introduced by Takein & Tookin." Thank Heaven! that's the end of the matter. Not a bit of it. Letters follow from the persistent fair one, pointing out that her invention has been "misdescribed in certain most important particulars." We do not want to cause her serious injury, she feels sure, so she asks us for a correction "to appear in your next issue for certain." The correction appears, and for five months all is peace. Then comes an application for the return of the samples, and, when these are not forthcoming, more letters of protest on her part and explanation on ours. In the end, we are almost convinced that there is a modicum of truth in her parting charge that we are "mean, spiteful wretches to treat a woman that way."


ONE GOOD WAY.

"My wife sent \$2 in answer of an advertisement of a sure method of getting rid of superfluous fat."

"And did she get the information she wanted?"

"Sure, she got a reply telling her to sell it to the soap man."

HAMILTON RIFLES — Model 19



"Take Down"

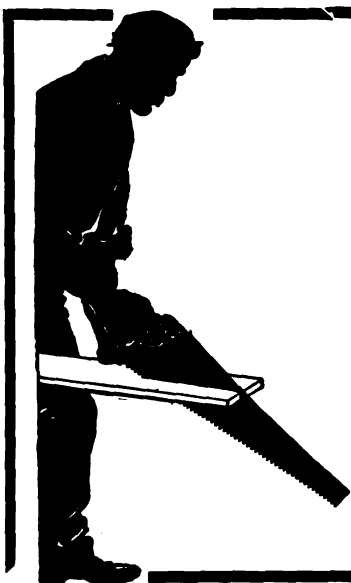
| | | |
|---------|----------------|--------|
| Price { | Model 23 . . . | \$3.00 |
| | 19 . . . | 2.00 |
| | 15 . . . | 1.50 |

Frame and working parts are of steel, beautifully finished in blue-black. Stock of handsome walnut.

Chambered for .22 caliber short or long Rim Fire Cartridges

Don't delay. Send for prices and catalog to-day.
Mention **HARDWARE**.

HAMILTON RIFLE CO., Plymouth, Mich.



ATKINS HIGH GRADE SILVER STEEL SAWS

are profitable Saws. Good mechanics buy them readily, because they appreciate their quality. They pay a fair price for them, because they know their value. Can't we send you a Catalogue?

E. C. ATKINS & CO., Inc.,

Home Office and Factory, **INDIANAPOLIS, U.S.A.**

ATLANTA, CHICAGO, MEMPHIS, MINNEAPOLIS, NEW
BRANCHES: ORLEANS, NEW YORK CITY, PORTLAND, SAN
FRANCISCO, SEATTLE, TORONTO.

JOHN SHAW & SONS, L^td, Wolverhampton---English Agents

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JUNE 25, 1906.

- 405,802. **SAD IRON.** A. Reinke, Cleveland, Ohio.
405,807. **WASHING MACHINE.** R. P. Starbuck, Harrisville, W. Va.
405,930. **WASHING MACHINE.** M. P. Wallace, Dalton, Ga.
405,931. **SPRING HINGE.** G. W. Warner, Freeport, Ill.
405,982. **COMBINED ANVIL AND VICE.** H. H. Brandes, Coryden, Ky.

PATENTS ISSUED JUNE 26, 1906.

- 824,219. **NUT LOCK.** F. S. DeVito and A. Meyn, New Orleans, La.
824,264. **COMBINATION TOOL.** J. B. Runner, Indianapolis, Ind.
824,267. **WRENCH.** J. W. B. Turk, Poteau, Ind. Ter.
824,286. **MOP WRINGER.** J. V. Cook, Chicago, Ill.
824,360. **VICE.** J. Hornby, New York, N. Y.
824,370. **LOCK.** P. Magaro, No. 3, Steelton, Pa.
824,392. **LOCK.** H. P. Townsend, New Britain, Conn.
824,499. **WRENCH.** P. Matusak and G. Slaine, Greensburg, Pa.
824,529. **WASHING MACHINE.** C. Dietz, Cincinnati, Ohio.

COTTON-STALK PAPER.

"It has been demonstrated," says the *Baltimore Manufacturers' Record*, "that all grades of paper, from the best form of linen to the lowest, can be manufactured from cotton stalks. In addition to this, a variety of by-products, such as alcohol, nitrogen, material for gun cotton and smokeless powder, can be secured in paying quantities. The time is not now far distant when paper plants equipped with all modern machinery and devices for making paper and the utilization of the other by-products referred to will be built and placed in operation throughout the cotton-growing States of the South. The establishment of these mills for the manufacture of paper from cotton stalks will develop a new industry of enormous proportions and institute the utilization of a waste product which at the present time has comparatively little or no value. It will prove the entering wedge of checking the present increasing cost of paper. It is estimated that on an area of land producing a bale of cotton, at least one ton of stalks can be gathered. Upon this basis of calculation this new industry can annually depend upon from 10,000,000 to 12,000,000 tons of raw material. This will not only furnish necessary supplies to meet all home demands, but also permit of the export of pulp or finished products to foreign countries. At the present time there is approximately \$287,000,000 invested in paper mills in the United States, with but few plants located in the South. The bulk of the material going into the manufacture of paper at the present time is spruce pine, which is annually becoming more expensive in the depletion of the forests and the high prices which such timber commands in the markets for other uses. The utilization of a waste product such as the cotton stalk, manufactured into commercial paper, will be a boon of inestimable value to the whole country."

RÉCENT TRADE PUBLICATIONS.

J. H. WILLIAMS & Co., manufacturers of iron, steel, copper, bronze and aluminum drop forgings at 150 Hamilton Avenue and Richards Street, Brooklyn, N. Y., with Western office at 18 South Clinton Street, Chicago, have favored us with their catalogue, which includes in its contents Engineers' Wrenches, Check Nut, Hexagon Box, Heavy, Textile Machine, Carriage Makers', Construction, Structural Track, Flat Handle, Car, Set Screw, Square Box and Cap Screw Wrenches; Pin, Light Hook and Face Spanners, Tool Post Forgings, Crank and Balance Handles, Machine Handle Forgings, Clamps, Lathe and Milling Machine Dogs, Caliper Gauges, Eye Bolts, Hooks, Wire Rope Sockets, Thumb Screws, Flanges, Pipe Vises, Crank Shafts, Connecting Rods, Valve Stem Forgings, Levers, etc., etc.

WABASH SCREEN DOOR CO., 1120-1123 Marquette Building, Chicago.—Catalogue of the Wabash Washboards which are manufactured of various materials, and includes the "Solidus," made of wire glass; Wabash Glass Chief, of corrugated glass; Enamel Chief, of Blue Enamel, with wave crimp; Brass Chief, claimed to be the best brass board made; the Delta Star, of solid zinc with indented pencil crimp; the Dixie Star, of the same material; Wabash Star and Memphis Star, also of solid zinc; Cable Coil, double zinc surface; Majestic, Wabash Globe, Pon Honor, Southern Belle, Memphis, Globe, Household Cable, Eagle, Marcel Wave, Zig-Zag, Eagle Wave and Dixie Globe, all with double zinc surface, and a full line with single zinc surface, including the Best, Southern Globe, Magnolia, Princess, Angle, Eureka, Midget, Baby Grand and Combination Wood and Zinc Boards.

THE IMMIGRANT AS AN ECONOMIC ASSET.

Discussing the worth of the immigrant as an economic asset, the *Wall Street Journal* figures that 820,000 of the male and female immigrants arriving in this country last year were adults, and were here to work. Their yearly earnings do not fall much short of \$300,000,000. This sum is based on the assumption that 580,000 of the 820,000 immigrants were males capable of earning an average of \$1.50 a day for 250 days in the year, and that the 240,000 females work 300 days for \$1 a day. Our contemporary thinks it is a liberal estimate to assume that they spend 66 two-thirds per cent. of their total income, which would leave a margin of \$100,000,000 for a surplus account. Moreover, when the immigrant enters our ports he has to have a certain sum to maintain him for a time. If each arrival of those aged fifteen years or over be required to have \$25 in cash, the total will reach \$20,500,000, which means an annual increment to the country's purchasing power. As an element in the elasticity of demand, this is one of the factors which has made for the continuous prosperity of the United States during the past decade. In other words, reasons the newspaper quoted above, this inflowing tide of energy is a dynamic, not a static, factor in the development of national wealth.

A HOT SPELL.

The local grocer was once hoaxed by Mark Twain. Mr. Clemens had ordered an invoice of pepper. In the store a few days later Mr. Clemens casually remarked that the pepper was half peas. The grocer indignantly protested.

"How do you spell pepper?" drawled Mr. Clemens, in a lull of the oburgatory storm. It took some time for the grocer to discover the jest and a little longer to appreciate it.

A ROUND OF SUCCESS

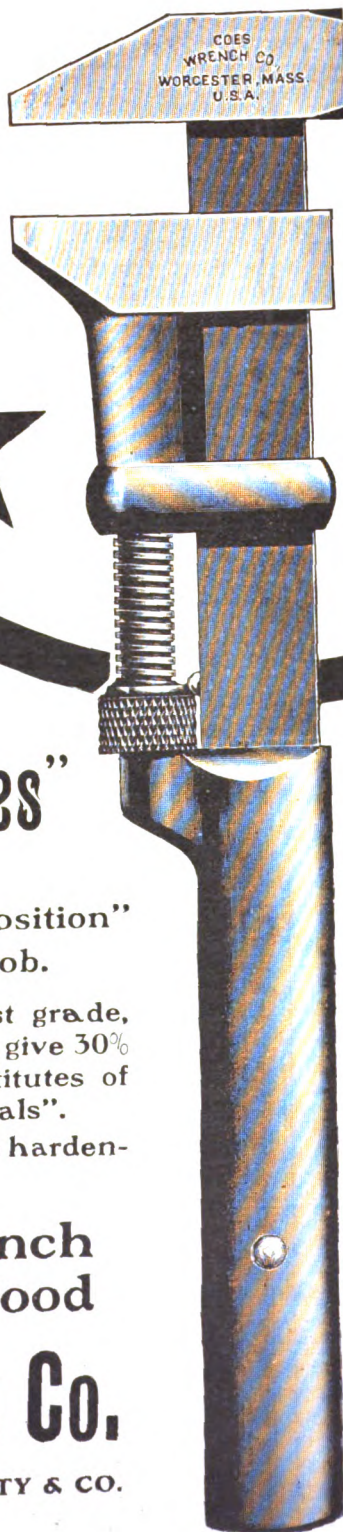
comes to the Dealer who handles

"Coes"

Genuine
Steel-Handle
Screw
Wrench

30 %

Stronger
Than Any
Other Wrench
Made



The ★ "Coes"

is the "toughest proposition"
for the toughest job.

It is all metal, of highest grade,
placed in such form as to give 30%
more strength than substitutes of
equal size or so called "equals".

The wearing surfaces are harden-
ed and carefully tested.

**It's The Wrench
That Makes Good
Coes Wrench Co.**

New York Agents J. C. McCARTY & CO.
10 Warren Street

It's a Coes

throughout and---once a
Coes, always a Coes.

No amount of rough work will
cause it to lose its identity.

Its unusual strength and use-
fulness makes it a safe tool for
any mechanic---the safest for
the dealer.

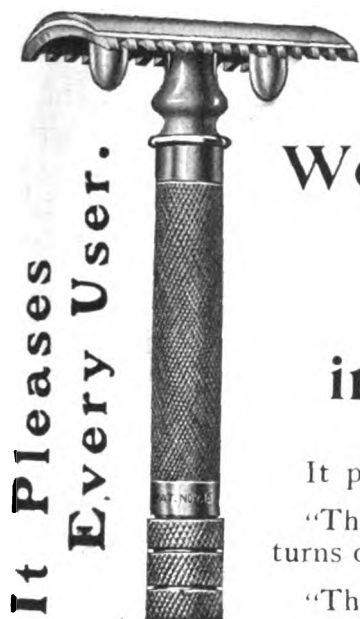
Put it to a test
by a sample order.

Worcester, Mass.

JOHN H. GRAHAM & CO.
113 Chambers Street

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
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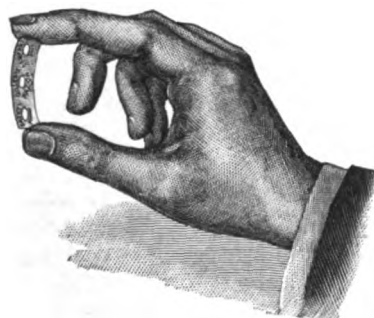


It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.
Quadruple gold-plated set with 12 blades \$10.00.
Quadruple gold-plated set with 12 blades and monogram \$12.00.
Standard combination set with shaving brush and soap in triple
silver-plated holders \$7.50.
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10
blades with 20 sharp
edges, for sale by all
dealers, at the uniform
price of 50 cents.

Sold by Leading Drug, Cut-
lery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Anderson, Ind.—Nichol Hardware Co. has been incorporated, capital \$20,000, to conduct a mercantile business. Thomas J. Nichol, George E. Nichol and Hugh J. Campbell, directors.

Atlanta, Ga.—S. C. Dinkins, E. A. Davidson, Lawson Davidson and Mark Palmour have applied for a charter for the Dinkins-Davidson Hardware Co. which shall deal in retail and wholesale Hardware. The capital stock of the company is \$200,000, of which \$120,000 is preferred.

Greenville, O.—The Duffy Hardware Co. has been incorporated by J. P. Duffey, Martha Duffey, Bee Duffey, George S. Werner, W. J. Werner. Capital, \$20,000.

Milwaukee, Wis.—Charles E. Savadil Hardware Co. has been incorporated, capital stock, \$4,000. Incorporators: Jesse M. Damp, Charles E. Savadil and William Holdman.

Peoria, Ill.—F. A. Fay, formerly of Palo, Ill., has opened a Hardware store on Bridge street, near Adams.

Tacoma, Wash.—C. H. Morse Hardware Co. has been incorporated with a capital stock of \$5,000.

Changes and Improvements.

Afton, I. T.—W. J. Motton has purchased the Hardware store of Wm Bolleman.

Alba, Mo.—C. S. Bailey has sold out his Hardware business.

Anthon, Iowa.—Meyer & Mentor have been succeeded in the Hardware business by Griffin & Mentor.

Atkinson, Neb.—J. J. Stilson has purchased the business of the Atkinson Hardware Co.

Baker City, Ore.—Caldwell & Hampton have succeeded to the Hardware business of Caldwell & Benton.

Belgrade, Mont.—The Hardware firm of Rutledge & Schulte are adding vehicles and implements.

Carbondale, Kans.—R. H. McClair has sold his Hardware business to Kirkner & Munger.

Chillicothe, Mo.—Joseph C. Minter has been succeeded in the Hardware business by Minter & Williams.

Claremore, I. T.—Herbert J. Moore has been succeeded in the Hardware business by the Moore-Ryan Furniture Co.

Clarksville, Mo.—Thornton & Groom have succeeded to the Hardware business of Thornton Bros.

Colon, Neb.—Chas Nelson has sold out his Hardware and implement business.

Corwith, Iowa.—J. E. Crane has sold out his Hardware store.

Crofton, Neb.—C. Kusel has been succeeded in the Hardware business by C. Kusel & Son.

Custer, Wash.—C. R. Bathern has purchased the interest of O. Colton in the Hardware firm of Mundahl & Colton.

Deep River, Iowa.—Beeman & Lewis have succeeded to the Hardware business of C. E. Beeman & Co.

Denver, Colo.—Tomkins-Hunt Hardware Co. has been succeeded in business by the Tomkins-Christy Hardware Co.

Dyersville, Iowa.—May Bros. have been succeeded in the Hardware business by May Bros. & Forkenbrock Co.

Encampment, Wyo.—L. S. Alfred has purchased the Hardware department of the Encampment Mercantile Co.

Eugene, Ore.—C. A. Pickett is removing his Hardware stock from Eugene to Springfield, Ore.

Fort Collins, Colo.—S. S. Clark and Geo. E. Toomey have sold their interest in the Fort Collins Hardware Co.

Garfield, Wash.—R. C. Wilson has purchased an interest in the Hardware business of J. A. Crumbaker.

Gridley, Kans.—Robert Mitchell is removing his Hardware and implement stock from Gridley to Aliceville, Kans.

Helena, Mont.—M. V. Wilson and T. S. McLaughlin have purchased an interest in the Helena Hardware Co.

Humphrey, Neb.—H. J. Bruening has sold his store to the Humphrey Hardware & Implement Co.

Hutchinson, Kans.—The offices of the Colladay Wholesale Hardware Co., now in the building in East Sherman street, will shortly be moved to the new building at the corner of Second and Plum streets.

Jesse, I. T.—Price Statler has succeeded to the Hardware business of Price Statler & Co.

La Crosse, Kans.—Willis Gorge has purchased the business of the La Crosse Hardware & Implement Co.

Le Mars, Iowa.—Prust & Linden have succeeded to the Hardware business of Sauer & Prust.

Lincoln, Neb.—The Leroy Cutlery Co. has just engaged in business.

Long Pine, Neb.—Castle & Laederach have succeeded to the Hardware business of J. C. Castle.

Loomis, Neb.—Broom & Lauritson have been succeeded in the Hardware business by Lauritson Bros.

Malmö, Neb.—Walter & Bivan have purchased the Hardware business of J. P. Staudinger.

Manchester, Iowa.—Hutchinson & Atwater have succeeded to the Hardware business of Simon & Atwater.

Maple Hill, Kans.—D. O. Robertson & Co. have succeeded D. O. Robertson in the Hardware business.

Marquette, Kans.—Baird & Hamilton have succeeded to the Hardware business of Baird & Ingamson.

Marquette, Kans.—J. F. Hamilton has purchased the Hardware business of C. A. Ligemanson.

Maurice, Iowa.—H. DeJong, Jr., has been succeeded in the Hardware business by Mieras & DeJong.

McAlester, I. T.—G. M. Chaney has succeeded to the Hardware business of the Chaney-Becker Trading Co.

McCook, Neb.—Mills & Simmons have purchased the Hardware store of W. T. Coleman.

Midlothian, Tex.—Majors & Dees have purchased the Hardware business of Holland & Cooper.

Minidoka, Ida.—The Minidoka Hardware Co. is removing to Twin Falls, Ida.

Mohler, Ida.—Carlson Bros. have sold their Hardware and implement store to the Western Hardware & Implement Co.

Moscow, Idaho.—C. F. Stork, of Great Falls, Mont., has purchased the business of the Gem City Hardware Co.

Mound Valley, Kans. W. H. Humphrey has sold his Hardware store to Maginnis & Jamison.

Neosho, Mo.—The Briggs-Center Hardware Co. has been succeeded by the Briggs Hardware Co.

New Hampton, Mo.—J. W. Shumard has sold his Hardware and implement business to J. O. Milligan.

Norborne, Mo.—Bolt Bros. & Shiffer-decker have purchased the Hardware and implement business of R. W. Backenstroe.

Olathe, Colo.—Horton & Howell have sold their business to the Olathe Hardware Co.

Palouse, Wash.—G. W. Pettycord has sold his interest in the Palouse Hardware & Implement Co. to the partners.

Pawnee City, Neb.—C. W. Simon has succeeded to the business of the Duncan-Neal Hardware Co.

Phillips, Neb.—Mr. Bonegard has purchased the Hardware business of Arnold & Dillian.

Rockford, Ill.—The Drake Hardware Company, for many years located in the Tullock Block on North Main Street, will change its location to East State Street, near Madison, during July.

Sargent, Neb.—Davis & Moore have been succeeded in the Hardware business by E. W. Davis.

Scott's Bluff, Neb.—Fred Dooley is adding a Hardware department to his harness business.

Spokane, Wash.—The Marshall-Wells Hardware Co., of Duluth, Minn., will erect a six-story wholesale house in Spokane, Wash.

Steinauer, Neb.—H. G. Steinauer has sold his Hardware store to Purcell & Kuso.

St. Louis, Mo.—Schroeter Bros. Hardware Co. has increased its capital stock from \$35,000 to \$100,000.

Stroud, Okla.—R. L. Miller has purchased the Hardware business of J. W. Cloud.

Victoria, B. C.—Arthur Dickson has purchased the Hardware store of A. McGregor & Son.

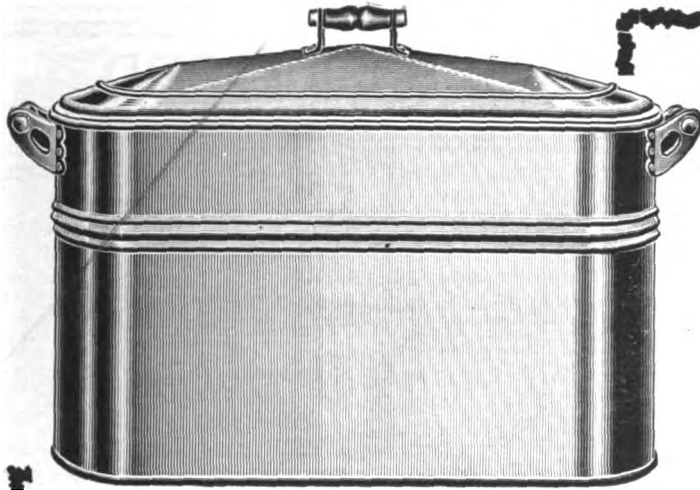
Yutan, Neb.—H. C. Eggers has purchased the Hardware business of Hamann & Son.

Fire.

Downing, Mo.—In the recent fire in Downing, Mo., the Hardware store of Perry & Morgan was completely destroyed.

Los Angeles, Cal.—Fire broke out recently in the two-story brick building occupied by the Hardware firm of Holbrook, Merrill & Stetson on Los Angeles street, and raged for more than two hours. The loss is roughly estimated at \$150,000.

Washington, D. C.—The wholesale and retail Hardware store of James F. Carlin's Sons & Co., at 315 King Street has been robbed of nearly \$400 worth of revolvers and cartridges.



"ATLANTIC"

High-Grade Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market
Full Weights --- Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.

THE JEWEL COFFEE MILL
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE RIGHT SPACE SPICE CABINET
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.



The Crystal Coffee Mill

The Gem Mop Head.



The Jewel Coffee Mill

Right Space Spice Cabinet

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Buffalo, N. Y.—Buffalo File Renewing Co., has been incorporated to manufacture and renew files; capital, \$10,000. Incorporators: William S. Johnson, Harry C. Jones, C. McQuaid, all of Buffalo, N. Y.

Camden, N. J.—The Contractors Tool Co. has been incorporated to make contractors' tools, machinery, etc.; incorporators, C. P. Calver, Philadelphia; J. Walton Calver, Jr., John W. Calver and Wilfrid B. Wolcott.

Dahlonega, Ga.—A company known as the Dahlonega Handle Factory was organized some time ago, and have constructed a plant with a capacity of sixty dozen handles per day. The company proposes to utilize the hickory timber which is so abundant in this section in the construction of handles of tools of different kinds. H. D. Gurley is president, J. F. Moore treasurer and M. J. Williams manager.

Detroit, Mich.—The plant of the new Independent Stove Co., is being completed at Sidney avenue and the D., G. H. & M. railroad. The concern was incorporated three or four weeks ago, the principal stockholders being William Robinson, formerly with the Art Stove Co.; J. E. Ellis, now assistant purchasing agent for the Michigan Stove Co., and Robert Waddell, traveling salesman for the same concern.

Greensboro, N. C.—A charter has been granted to the Glascock Stove and Mfg. Co. Capital \$15,000, subscribed by G. L. Glascock and others.

Nashville, Tenn.—The Southern Stamping Co., of which W. B. Greenleaf is president and general manager, is a new industry which has only recently opened for business in Nashville. Mr. Greenleaf is from Chicago, and is an experienced manufacturer of harness Hardware. The Southern Stamping Co., is located at 913 Church Street, and it manufactures all kinds of harness Hardware, bridle rosettes and stamp work. The company also manufactures dies and tools for patents in metal articles.

Newark, N. J.—The Harrison & Knight Mfg. Co., has been incorporated to manufacture machinery and tools, capital, \$300,000. Incorporators—Frank A. Harrison, William H. Knight, and Avarad S. Knight.

Newark, N. J.—The Matthews Company, manufacturers of Hardware, have filed articles of incorporation. Capital stock, \$100,000; incorporators, H. B. Matthews and O. D. Jamouneau of Newark, and W. D. Smith, of Edgewater; registered office, 112 Arlington street.

New York, N. Y.—Haws-Lanna Co., has been incorporated to manufacture woodenware, etc.; capital \$150,000. Incorporators Samuel B. Howard, J. Disbrow Baker, Arthur W. Britton, all of No. 135 Broadway.

New York, N. Y.—Sectional Weight Co., has been incorporated to manufacture weights and hardware; capital, \$5,600. In-

corporators: William H. McCord, Greenwich, Conn.; J. B. Southard, Cold Spring, N. Y.; William C. Post, Jersey City, N. J.

New York, N. Y.—William E. Burroughs Co., has been incorporated to manufacture machinery, tools and builders' supplies, etc.; capital, \$10,000. Incorporators: William E. Burroughs, No. 132 Nassau Street; James M. Livily and Ernest A. McConnell, No. 116 Nassau Street, all of New York.

Portland, Me.—Universal Tool company has been incorporated, capital stock, \$50,000; incorporators, Edwin L. Furman, Eli Hogan and O. P. McGee.

Unionville, Conn.—The H. C. Hart Co., has been organized with a capital stock of \$25,000, to manufacture cutlery and hardware. The business was established as a co-partnership by Ernest M. Hart and Willis O. Hart.

San Pedro, Cal.—The Los Angeles Metal Stamping company has secured fifty acres of land from the Southern California Dock and Terminal company. The contract for the work on a large plant to be located on this site has been let and calls for completion of the work within six months. The building will be entirely of steel and concrete and will cost \$250,000. The company will manufacture staple Hardware and roller skates. It will have its own wharves and warehouses and employ 500 men.

Worcester, Mass.—Brown-Davis Hardware Co. has been incorporated for the purpose of dealing in hardware, and as toolmakers, machinists, founders, metal workers, etc.; capital, \$100,000. President John W. Brown, No. 599 Maine Street, Worcester, Mass.; treasurer and clerk, F. Austin Wilson, No. 294 Washington St., Boston, Mass.

Changes and Improvements.

Buffalo, N. Y.—The Republic Metalware Co. is erecting a large addition to its plant, consisting of a five-story brick warehouse and office building, a galvanized building and retinning building, each one story in height.

Burton, O.—The plants of the Burton Handle Co and the Burton Mfg. Co. have been sold to E. H. Johnson, of this place, who will take possession at once.

Chelsea, Mich.—The Glazier Stove Co. has broken ground for a new power house that will be 75x100 feet. That is the second large building the company has built this season, the first one being 50x150. The new power plant will be built on the latest ideas known for this kind of building.

Cleveland, O.—The Champion Rivet Co. are erecting a new manufacturing plant on the Erie Railroad, where a 23-acre site has been secured. The plant will consist of a main building, 350 by 700 feet, and one-story high. There will also be a forge shop 100 by 300 feet, and 40 feet high, built of structural steel and concrete. There will be an independent power plant for operating all machinery by motors, and boilers, engine and generator giving about 700 horsepower capacity will be installed.

Cleveland, O.—The Parish & Bingham Co. manufacturers of stampings and sheet metal goods, are erecting a two-story building, 47 by 218 feet, of brick and steel, and will install additional presses and other machinery.

Columbus, O.—The United States Hoe and Tool Company has increased its capital stock from \$150,000 to \$200,000.

Erie, Pa.—A permit has been granted to the Odin Stove Works for the erection of an addition to the plant on West Twelfth street, between Myrtle and Chestnut. The addition is to be one story high, will be of brick construction and will cost \$9,975.

Kansas City, Mo.—The Eagle Tool Co. of Cincinnati, O., an old established and reliable firm doing business for forty years, manufacturing all kinds of tools, railroad and iron supplies, metal spinning and labor saving devices, have decided to make Kansas City their western headquarters. J. F. Knisely is manager.

Little Valley, N. Y.—G. C. Sherman's razor case factory, which has been in operation here during the past year or more, has been sold to parties at Geneva, N. Y., and will be removed hence.

Marion, Ind.—C. F. Morris, proprietor of the Morris hotel, has purchased all the stock of the Morris Hardware Company, and will conduct the factory himself. The plant is on East Eleventh street, near the Big Four railroad. It is valued at \$12,000, and one of the items of value is a plating outfit, costing \$5,000. The factory makes Hardware novelties.

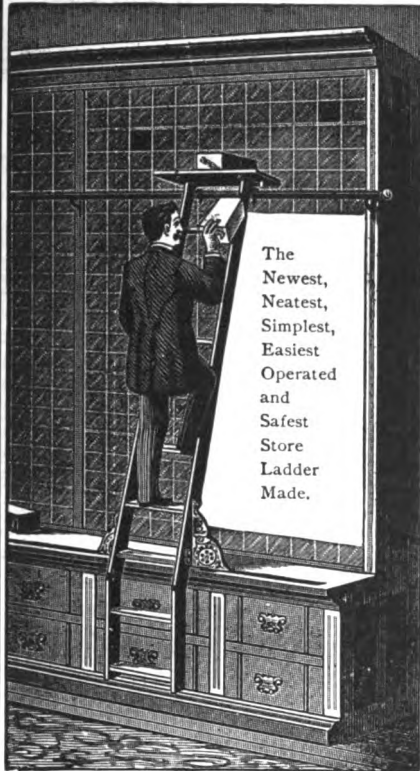
North Milwaukee, Wis.—The E. R. Wagner Manufacturing Co., makers of vehicle Hardware, sheet metal, stampings and Hardware specialties, has under way a large addition to its present factory, consisting of a fireproof one-story structure, covering 25,000 square feet of floor space. Equipment will be moved into the addition from the old building, although it is possible that some equipment will be needed in handling goods and also heating apparatus.

St. Louis, Mo.—The Schlueter Mfg. Co. has purchased the building on the southeast corner of Broadway and John Avenue, containing about 45,000 square feet of floor space. The company intends to manufacture a complete line of pieced, stamped and japanned tinware, and has purchased complete equipment, including power cutting and drawing presses, double seamers, wiring machines, etc., from the E. W. Bliss Co. of Brooklyn, N. Y. It is expected to begin operations in the factory about July 15. J. A. Schlueter, who is actively interested in the enterprise, was for seventeen years superintendent of the St. Louis Stamping Co. of St. Louis.

Miscellaneous.

Castile, N. Y.—The stockholders of the Castile Chilled Plow Company have elected the following directors: George H. Bush, S. A. Lathrop, S. L. Strivings, F. W. Shumaker, A. L. Shumaker. The directors organized as follows: President, George H. Bush; vice-president, S. A. Lathrop; secretary, A. L. Shumaker; treasurer, S. L. Strivings; manager, F. W. Shumaker.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.

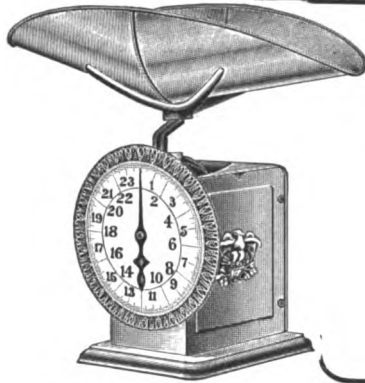


The
Newest,
Neatest,
Simplest,
Easiest
Operated
and
Safest
Store
Ladder
Made.

Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ILL.



PELOUZE FAMILY SCALES
With New Extra Large Finish Dial

Capacity 24 pounds by ounces.

In price as low as, but superior to other makes in many ways. It's the best and most finely finished scale on the market.

Send for complete Catalogue G; 40 styles: Counter, Family, Market, Candy and Postal Scales, Ice Scales, Spring Balances, etc.

No. Ego Silver dial, steel platform

No. Tgo Silver dial, tin scoop

No. Bgo Silver dial, brass scoop

No. 92 1/2 Brass dial, tile platform

Order through your jobber.

Insist on Pelouze Scales with extra large Silver Finish Dial.

PELOUZE SCALE & MFG. CO.,
118-133 W. Jackson Boul., CHICAGO.

THE AMERICAN COMBINED LEVEL AND GRADE FINDER
SOMETHING ALTOGETHER NEW.

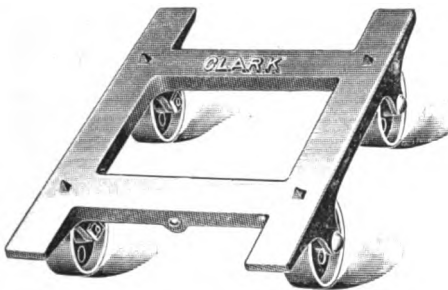


All progressive and up-to-date Mechanics, Machinists, Carpenters, Bricklayers, Masons, Plumbers, Millwrights, Road Supervisors, Track Foremen, Surveyors, Architects, Civil Engineers and others will find it indispensable, most practicable, durable and convenient for all forms of grading, laying out roads, landscape gardening, placing of pipes for drainage, getting fall of water, getting grade of hills for automobilists, cutting of rafters, laying off and leveling buildings, getting height of any object, etc.

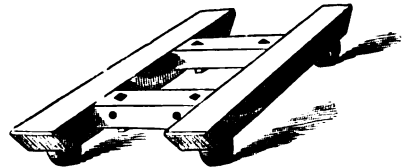
Special Terms to Hardware Trade.



EDWARD HELB, Railroad, Pa., Manufacturer.



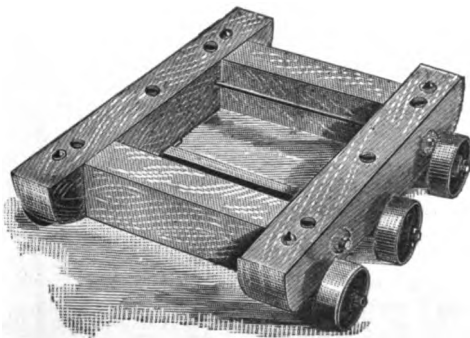
**Clark
Case Trucks**



It will be a timely investment for you to send for our catalogue showing different styles of

**Case Trucks for
Store and Factory
Use.**

We have every other kind, some of which will interest you.



The
Geo. P. Clark Co.
Windsor Locks, Ct.
Dept. A.



BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Beaumont, Tex.—The Nichols Mfg. Co. has been incorporated to manufacture fire-arms, sporting goods, tools, etc. The incorporators are: C. M. Nichols, L. J. Kopke, John Fitzgibbon, W. J. Kalter and H. Bohrer, and the capital stock is \$20,000.

Metamora, Ill.—Bride Bros. have recently established a retail Hardware and sporting goods store.

Montreal, Canada.—John Millen & Son, the well-known Montreal jobbing house, has been incorporated in Canada, with \$100,000 capital. The incorporators named are John Millen, W. Strachan and F. W. Sharp, all of Montreal.

Nashua, N. H.—William F. McCarty has opened a store on Bowers street.

New Orleans, La.—A new building is to be erected for the Abbott Cycle Co. on Baronne street, by the Equitable Real Estate Co. The front will be of pressed brick and plate glass and it will occupy a space 100x100 feet and be two stories in height.

Pueblo, Colo.—A. Mayerson has engaged in the bicycle business under the firm name of the Chicago Bicycle Mfg. Co. They are located at 324 North Santa Fe Avenue where the repair shop is equipped with a large enamel baking oven, a brazier and complete facilities for the manufacture of new wheels with the exception of tires, spokes and rims.

Williamsport, Pa.—L. M. Cressman, formerly with the Williamsport Machine Co., also the Demorest Bicycle Manufacturing Co., has opened a bicycle repair and sales-room at 246 William street.

Changes and Improvements.

Akron, O.—At a meeting of the Automobile Tire Association at New York recently, notice was given by a representative of the B. F. Goodrich Co. of the Com-

pany's intention to withdraw from the tire association in September, when the contract between the manufacturers expires.

Berkeley, Cal.—The California Powder Works at Berkeley, Cal., which is the Pacific Coast branch of the DuPont Powder Co., of Wilmington, Del., has increased its productive capacity. Some time ago a 600-h. p. steam turbine was installed and now an order for one of 750-h. p. has been placed.

Enid, Okla.—The Hardware and sporting goods firm of Gibbs & Stout have been succeeded by Gibbs & Shaklee. The business will be continued on a much larger scale than heretofore.

Hunter, Okla.—The retail Hardware, sporting goods and agricultural implement business of J. C. Heim has been succeeded to by the Hunter Hardware Co.

Philadelphia, Pa.—The Consolidated Sporting Goods Mfg. Co. have succeeded Treavy & Co., of the same city.

Racine, Wis.—The Racine Boat Co. has purchased a tract of land on which a new plant will be built. This tract will give a river frontage of 600 feet. The new buildings will be designed especially for the manufacture of boats.

Wilcox, Neb.—Joseph Wright has sold his sporting goods and Hardware store to David Whedean, who will conduct it along the same lines as formerly.

Embarrassments.

Kingston, N. Y.—A petition in bankruptcy has been filed against Louis E. Sexton, dealer in fishing tackle and sporting goods. Judge Ray of the United States district court appointed Herman T. Wood of Kingston receiver of the assets, which are estimated at \$1,000.

Burglaries.

Alexandria, Va.—The Hardware store of James F. Carlin & Sons was broken into recently and sixty-two pistols and a lot of cartridges stolen. The value of the pistols was about \$300.

Miscellaneous.

Los Angeles, Cal.—After months of inactivity, part of the old Los Angeles Motorcycle Club, with some new blood, met in the Y. M. C. A. building on South Hill street, to the number of forty-three interested riders and formed a new Los Angeles Motorcycle Club. C. H. Day was chosen chairman and Miriam Smith secretary and a by-laws committee was appointed consisting of F. E. Carrol, A. L. Hamilton and F. A. Burnwood. L. A. Morrison was made temporary captain.

Scranton, Pa.—The following officers have been nominated for the Electric City Wheelmen: For president, Jacob Pfeiffer; for vice-president, Benjamin Allen; for secretary, E. Barry Davis; for directors, Walter Evans and Oscar Oswald.

PATENTS ON SPORTING GOODS.

It is surprising to one familiar with the *Official Gazette* issued by the United States Patent Office to note how many patented articles appear each week that come under the classification of games and sporting goods. The greatest percentage of these relate to improvements in firearms or hunters' supplies. Fishing tackle is next in order, with reels and rods being the particular articles to which the inventive minds have turned. Then, of course, there are hundreds of patents granted each week for other articles such as non-refillable bottles, railroad-car devices and what not, that make the *Official Gazette* an extremely bulky volume of more than 1,000 pages. It is not generally known that the patent office is one of the government bureaus that pays its operating expenses with something to spare. The annual report of the commissioner of patents for the year 1905 shows receipts of \$1,806,758.14 and expenditures of \$1,479,633.22, leaving a balance of \$327,124.92. This, added to the surplus patent fund now in the United States Treasury, makes over \$6,000,000 which inventors have paid to the government in excess of expenses. The number of applications for patents has been so great of late that some divisions of the office are several months behind in their work.

GAS STOVES FOR ONTARIO.

Consul James M. Shepard, of Hamilton, responding to a Pennsylvania inquiry, says that while there are several makes of Canadian gas stoves and ranges on the market, investigation in the three principal cities in that consular district shows that American makes have the decided preference. Mr. Shepard continues:

The manager of the natural gas company here informs me that they expect to make 3,000 connections this year, and my reports from Brantford and Galt show proportionate prospects. Those considering this market should send representatives through the whole territory supplied by the Dunnville gas fields at an early day, visiting the cities named and others farther south. The demand is on, and this section is prosperous and progressive. The tariff on stoves is 25 per cent. of the actual selling price at point of origin, and the so-called "anti-dumping clause" recently added to the customs regulations provides severe penalties for undervaluation or "export prices;" hence representatives should become thoroughly familiar with laws and regulations governing imports.

DEMAND FOR AMERICAN ARTICLES.

Consul B. M. Cunningham, of Stavanger, Norway, reports that there is demand for several American articles in that market. He says:

There is a splendid field here for the introduction of modern cook stoves and ranges. Ninety-five per cent. of the bread consumed is bought at the bakeries, the stoves not being equipped with ovens for baking bread. American shoes would sell well if they were kept in stock. Very few farming tools are manufactured, and those that are made for the local trade do not compare at all favorably with the American make. In the Hardware line one can buy almost every kind that there is a general demand for, but the prices of the American brands are higher than the domestic article.

GOT BUSY.

There was a young fellow named Syd,
Who kissed a girl on the eyelid.
Said she to the lad:
"Your aim's mighty bad.
You should practice awhile." So he did.

—Denver Post.



The "FOLLETT"
NUMBERING MACHINE
PRICE \$5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

Barrett Glass Cutters

Best in quality. Unsurpassed as sellers.
Get prices from

W. L. Barrett, Bristol, Conn.

GENUINE BARNES' PIPE CUTTERS

get around the question of profits
in pipe cutters.



The reputation they sustain for excellence
makes them quick sellers.

Write us for catalog and prices.

BARNES TOOL COMPANY
New Haven, Conn.

The Dealer's Reputation Depends on the Quality
of the Goods he Sells.



H & R REVOLVERS

are known around the world for their safety, accuracy, durability, perfect design, and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture.

Every piece is finished to the smooth part of an inch and fits perfectly, *no rattle* in "H & R" such as a quick shake reveals in other makes. Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect.

Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

Noted for smooth action, perfect accuracy and power.

Don't experiment with an unreliable make because low price is offered as a tempting bait. The retail price ranges from \$2.50 to \$8.00, and each model is the greatest value ever offered for the price.

They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

HARRINGTON & RICHARDSON ARMS CO.

315 PARK AVE., WORCESTER, MASS.

Makers of the H & R Famous Safety Hammerless

Ready! Aim! Fire!



Ask your jobber,
now, to book your
order for Steel Snow

Shovels, Furnace Shovels and Sidewalk
Cleaners.



"ALASKA"
"TROPIC"
"KLONDIKE"

The Brands to stipulate if you want
First Class, Strong
Goods.



Catalogue Free.

THE AVERY STAMPING CO.,
CLEVELAND, OHIO

Mfrs. "Never-Break" Cooking Utensils.

An Opportunity

to introduce their products in all parts of
the world is offered to American Manu-
facturers by the

Permanent Exhibition Co.
of Amsterdam, Holland

C. C. ABEL & CO., - - Agents
Centennial Building, New York

Merchants Make Money



Who spend money.
Merchants who spend
money for improve-
ments and have the
nicest stores do the
business.

And the best improve-
ment that can be
made in any store is
to put in Milbradt's
Rolling Step Ladders.

Address

MILBRADT MFG. CO., 1435 N. 8th St.
ST. LOUIS, MO.



Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

WANTED, experienced salesman, for the West, with good references to get accounts for household and Hardware specialties. Address A. G. McAusland & Co., Denver, Colo.

WANTED—A capable and experienced Builders Hardware man to take charge of Builders' Hardware Department for large store in Southern city. Write, giving full information, references and salary expected. Address—G. & D. c/o. HARDWARE.

Salesman Wanted

HARDWARE salesman wanted to buy an interest in our North Carolina Mica Mines and sell products of same to the trade as side line. Mines produce best electrical and stove mica in all desirable sizes. Write for particulars to North Carolina Mica & Monazite Company, Lawndale, N. C. R. F. D. No. 2.



"Three in One"
Lubricates
Prevents Rust,
Cleans and Polishes
G. W. COLE CO.
145 Broadway, New York

THE SCHWEDTLE STAMP CO.,
Stencils, Burning Brands, Steel Stamps and
Dies, Seals, Machinery Plates, Checks.
BRIDGEPORT, CONN.

F. E. MYERS & BRO., Ashland, O.

STORE LADDERS

NOISELESS.
CUSHION TIRE.
Best and Most Complete in the Market.
Write for Descriptive Circular and Prices.

W. F. M. P.
Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World

EAGLE BRAND

ROOFING

SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS—
SAVES RECOATING
SAVES RENEWING—
Send for Samples or Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

BAY STATE MOP CO.
Wm. H. Curtis, Prop'r

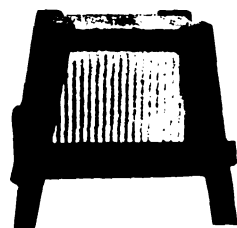
MOPS

Manufacturer and
Wholesale Dealer
in all kinds of
Yacht and Hard-wood Floor Mops
a Specialty.
Office and Factory, Buel Place,
WOBURN, MASS.
Send for Catalog and Prices.

NOTHING NEW UNDER THE SUN?



The "Sunshine" Washing Machine



Sunshine Washer
Ready for shipment.



Sunshine Washer with Top removed,
Showing Mechanism.

is the newest in washing machines.

It is the most convenient washer on the market. Has few parts; the tub of galvanized iron, can be placed on stove to heat the water and after washing stored away in stand.

Rectangular in shape, made of corrugated Galvanized Iron, Agitator is Star Shaped and clothes are washed by contact with sides and bottom. Operated by means of handle. A quarter turn does the trick—does the washing in short order. Send for circular and prices.



PATENTED APRIL 2ND, 1901.

A. G. MCAUSLAND & CO., - - - DENVER, COLO.

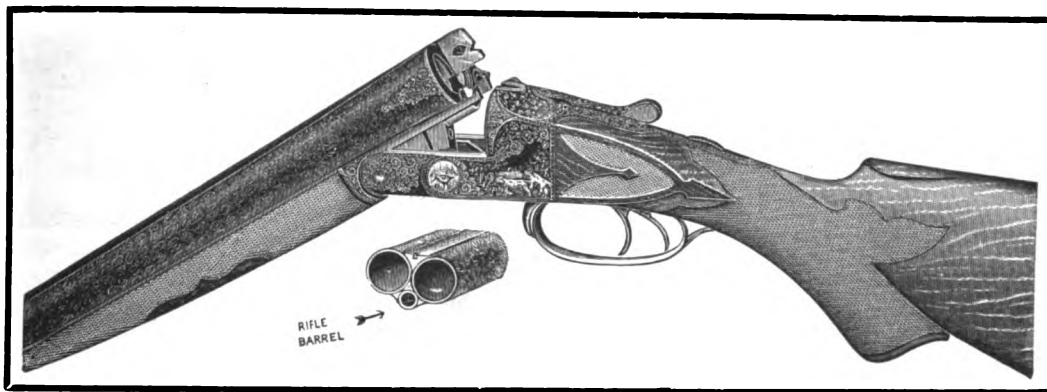
State and County Rights to Manufacture and Sell on Liberal Terms—and Protected.

"Mr. Dealer" Have You Seen A Three Barrel. TWO SHOT BARRELS AND RIFLE COMBINED

LIGHT WEIGHT
6½--7½ Lbs.
PERFECT BALANCE

Write Your Jobber For
Catalog and Discounts.

\$65.00 List



Variety of Gauges and Calibres.

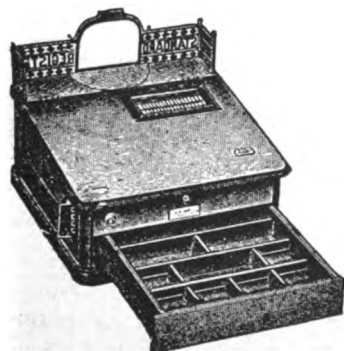
The Coming Gun for all Classes of Game, as the Hunter is Always Ready for Anything he may Come Across, whether it be Deer, Bear or Quail.

Box 1018. THE THREE-BARREL GUN CO., Moundsville, W. Va.

WHERE DOES THE MONEY GO ?

One dealer writes: "My sales amount to \$600 per week. I make 20 per cent. profit on everything I sell, my total expenses are \$80 per week—still I am not making money—What's the matter?"

Why that's easy—failure to record charge sales—carelessness or dishonesty of clerks, or a faulty system of keeping accounts.



Our Standard system gives you a check on all leaks. Costs you nothing to learn all about it—saves you money, time and worry after you do.

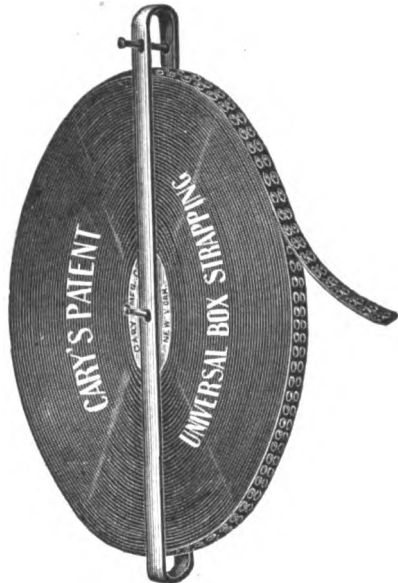
THE STANDARD CASH REGISTER CO.,

WABASH, IND.

28 FACTORY ST.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{8}$, $\frac{3}{8}$, $\frac{1}{2}$ and 1 inch.
Patented in all countries.

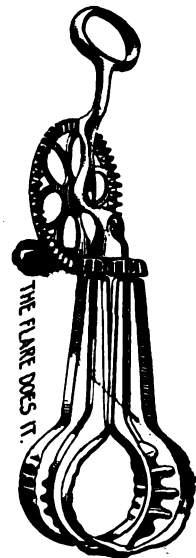
CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

It's All In The Flare

of the Beater which has given to
**Holt's Improved Dover
Egg Beater and Cream Whip**
such popularity with thrifty
housewives everywhere.

Beats eggs
in
20 seconds.

Four times
faster than
the Best
Hand Beater
and much
lighter and
stiffer.



Because
the Flare is
one-third
larger than
the ordinary
size Beater
and it's the
Flare that
makes it
sell.

Over 25 Tons sold in England in six months!
We make the "Cleaner" Carpet Beater.

*If you are not, you ought to handle it.
Write for prices to-day.*

Holt-Lyon Company

Tarrytown, N. Y., U. S. A.



BUGS

"Slug-Shot"

Enjoys the highest reputation for reliability in killing Currant Worms, Potato Bugs, Cabbage Worms, Lice, Slugs, Sow Bugs, etc., and is also strongly impregnated with fucigides.

Put up in Popular Packages

Slug Shot is the best, and the best selling Bug Killer on the market.

A sample order of it will convince you quicker than a barrel of talk.

Sold by Seed Dealers and Merchants

Hammond's Slug Shot Wks.
Fishkill-on-Hudson, N. Y.

**DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.**

PAINTS, OILS AND COLORS.

| Oils | | Spirits Turpentine | |
|--|---------------|------------------------------------|-------|
| Linseed, City, raw, in barrels, \$ gal. | 40c | In regular bbls. | 62.00 |
| Linseed, City, boiled, in bbls. | 42c | In machine bbls. | 60.00 |
| Out of Town, on spot, \$ gal. | 38c | | |
| Calcutta, raw, in barrels, \$ gal. | 68c | | |
| Lard, prime city, \$ gal. | 71.00 | | |
| Lard extra, No. 1. | 62.00 | | |
| Lard, No. 1. | 42.00 | | |
| Paints and Colors | | Dry Colors | |
| Barytes, Foreign floated, \$ ton. | \$17.50@19.00 | Blue, Chinese. | 10.00 |
| Barytes, American floated, \$ ton. | \$18.00@19.00 | Blue, Prussian. | 10.00 |
| White Lead, American, dry, in bbls. | 5.00 | Blue, Ultramarine. | 10.00 |
| \$ lb. | 5.00 | Sienna, Italian, burnt & powdered. | 10.00 |
| White Lead, American, in oil, in lots of | 7.00 | Sienna, Italian, raw & powdered. | 10.00 |
| less than 500 lbs., \$ lb. net. | 7.00 | Umber, Turkey, burnt. | 10.00 |
| In lots of 500 lbs. and over, \$ lb. | 7.00 | Umber, Turkey, raw. | 10.00 |
| White Lead Eng., in oil, \$ lb. | 9.00 | Green, Chrome, ordinary. | 10.00 |
| Zinc, American dry, \$ lb. | 4.00 | Green, Paris, in kegs. | 10.00 |
| | | Indian, Red, American. | 10.00 |
| | | Indian, Red, English. | 10.00 |
| Putty, Commercial—\$ 100 lb | | Colors in Oil | |
| In bladders. | \$1.00 @1.25 | Black Ivory, best. | 10.00 |
| In bbls or tubes. | 1.25 @1.40 | Blue, Chinese. | 10.00 |
| In 1 lb. to 5 lb cans. | 2.00 @3.50 | Blue, Prussian. | 10.00 |
| In 1 lb to 5 lb cans. | 2.00 @3.50 | Blue, Ultramarine. | 10.00 |
| | | Sienna, burnt. | 10.00 |
| | | Sienna, raw. | 10.00 |
| | | Umber, burnt. | 10.00 |
| | | Umber, raw. | 10.00 |

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

| | |
|--------------|--------------|
| Eley's E. B. | 52@55c |
| G. D. | per M 34@35c |
| F. L. | per M 40@42c |
| G. E. | per M 40@45c |
| Muske. | per M 52@55c |

PRIMERS—

| | |
|--|-------|
| Berdan Primers \$2.00 per M. | 20.5% |
| B. L. Caps (Sturtevant Shells) \$2.00 per M. | |
| M. | 20% |
| All other Primers per M. \$1.52 to \$1.60. | |

CARTRIDGES—

| | |
|------------------------------|-------|
| Blank Cartridges: | |
| 32 C. F., \$3.50. | 10.5% |
| 32 C. F., \$7.00. | 10.5% |
| 32 cal., Rim, \$1.50. | 10.5% |
| 32 cal., Rim, \$2.75. | 10.5% |
| B. B. Caps. Con. Ball, awgd. | 11.30 |
| B. B. Caps. Round Ball. | 11.49 |
| Cent. Fire. | 15.5% |
| Target and Sporting Rifle. | 15.5% |
| Primed Shells and Bullets. | 15.5% |
| Rim Fire Sporting. | 50% |
| Rim Fire Military. | 15.5% |

SHELLS, EMPTY—

| | |
|---|-------|
| Brass Shells: | |
| First quality, all gauges. | 60.5% |
| Climax, Club, Rival, 10 and 12 gage. | 65.5% |
| Paper Shells: | |
| Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge. | 25.5% |
| Blue Rival, New Climax, Challenge, Monarch, Defence, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge. | 20% |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 25% |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 30% |
| Expert, Metal lined, and Pigeon, 10, 14 and 20 gauge. | 35.5% |

SHELLS, LOADED—

| | |
|---------------------------------|----------------|
| Black Powder. | 40% |
| Smokeless Powder, medium grade. | 40.5% |
| Smokeless Powder, high grade. | 40.5% to 40.10 |

SHOT—

| | |
|------------------------------------|--------|
| Drop, up to 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Black, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |

GUN WADS—# 1000—

| | |
|-----------------------------|-------------|
| B. E., 11 up. | \$ 80 |
| B. E., 9 and 10. | 70 |
| B. E., 8. | 70 |
| B. E., 7. | 80 |
| P. E., 11 up. | 1.00-15% |
| P. E., 9 and 10. | 1.25 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Ely's B. E., 11 and larger. | \$1.70@1.75 |
| Ely's P. E., 12 to 20. | \$3.00@3.25 |

Animal Pokes

| | |
|---------------------|----------|
| Iowa Farming Tools. | per doz. |
| Hawkeye. | \$3.35 |
| Western. | 4.00 |

Anti-Rattlers

| | |
|---|-------------|
| Fernald, Quick Shift, per doz. pair, net. | \$2.00 |
| Burton's, per doz. pair, Nos. 2 and 5. | 50c |
| Per doz. pair, No. 1. | 75c |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | per Gro. |
| Daisy, No. 4. | Net, \$4.80 |
| Perfect, No. 2. | Net. |
| Bolt Holder, No. 1. | Net. 8.40 |

Anvils

| | |
|----------------------------------|-----------|
| American "Horse-Shoe" | 94c |
| Arm and Hammer. | 84c@84c |
| Eagle Anvil, 1 lb, net. | 1.50@1.75 |
| Hay-Budden, Wrought. | 96.5% |
| Peter Wright's. | 104c |
| Trenton. | 96@94c |
| Columbian, all steel, 1 lb, net. | 9c |

ANVIL AND VISE COMBINED—

| | |
|------------------------------|----------------|
| Miller's Falls (with drill). | \$18.00, 15.5% |
|------------------------------|----------------|

Augers and Auger Bits

| | |
|------------------------------------|-------------|
| Boring Machine Snells. | 70% |
| Com. Auger Bits. | 75@75.5% |
| Forster Pat. Bits. | 25% |
| Ford Auger Bit Co.: | |
| Auger Bits. | |
| Car Bits. | 40@40.5% |
| Machine Bits. | |
| C. E. Jennings & Co.: | |
| D'ble Spur pattern car, No. 30. | 40.75@41.0% |
| Nobles Double Spur, No. 33. | 55.5% |
| No. 10, Extension Lip. | 25.5% |
| Car Bits, No. 10. | 25.5% |
| Car Bits, No. 30. | 40.75@41.0% |
| Ring Augers. | 50.5% |
| Jennings' Pattern. | 50.5% |
| Snell's Auger and Car Bits: | |
| Extra. | 50.5% |
| No. 1. | 50.5% |
| Russell Jennings' Augers and Bits. | 25.5% |

HOLLOW AUGERS—

| | |
|--------------------------|--------------|
| Ames. | 25.5% |
| Bennett's Adjustable. | 45.50@46.00 |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25.5% |
| Miller's Falls, Goodall. | 15.57@15.10% |
| Universal, each \$4.50. | 25% |

EXPANSIVE BITS—

| | |
|------------------------------------|-------|
| C. E. Jennings & Co., Steers' Pat. | 35.5% |
| Clark's small, \$18. | 50.5% |
| Clark's large, \$26. | 50.5% |
| Ives' Model, per doz. \$60. | 50% |

DOUBLE CUT GIMLET BITS—

| | |
|-----------------------------------|-------------|
| Common, net. | \$3.00@3.25 |
| German Pattern, net. | \$4.50@5.75 |
| Mayhew's Diamond per doz. \$1.25. | 40% |
| C. E. Jennings & Co. | 45.5% |
| Ladd's. | 60.5% |
| Mayhew's. | 40.5% |
| Snell's Bell Hangers. | 60% |

TWIST DRILLS—

| | |
|---------------------------|-------|
| Bit Stock. | 60.5% |
| Taper and Straight Shank. | 60.5% |
| SHIP AUGERS AND BITS— | |
| Ford Auger Bit Co. | 35.5% |
| L'Hommedieu's. | 15% |
| Snell's. | 40.5% |
| Watrous'. | 35.5% |

Awl and Auger Handles

See Handles

Awls

| | |
|---------------------------------|-------------|
| Handled Brad. | \$2.75@3.00 |
| Handled Scratch. | \$3.50@4.00 |
| Patent Peg. | 31c@34c |
| Sewing, Com. | 88c@1.00 |
| Shouldered Peg. | 65c@70c |
| Shouldered Peg. | 65c@66c |
| Socket Scratch per doz. | \$1.00 |
| Stanley Rule and Level Handled. | |
| Brad. | 45% |

Awl and Tool Sets

| | |
|---|-------|
| Allen's Awls and Tools: | |
| No. 10, per doz. \$7.50; No. 20, per doz. | |
| \$10. | 60.5% |
| Brad Sets: | |
| No. 1, \$10.50; No. 4, \$12.50. | 70% |
| Fray's Adj. Tool Hdl. No. 1, \$12; 2, \$13; | |
| 3, \$12; 4, \$9; 5, \$7. | 50% |
| Ice Awls. | 55% |
| Miller's Falls Adj. Tool Holders: | |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$13. | 15.5% |
| C. E. Jennings & Co's. Adj. Tool Hdl. 35.5% | |
| Rollis Hdw. Co., Adj. Tool Holders, No. | |
| 1, \$18. | 30% |

Axes

| | |
|---------------------------|--------|
| Single Bit, base weights: | |
| First Quality. | \$5.00 |
| Second Quality. | \$4.50 |
| Double Bit, base weights: | |
| First Quality. | \$7.50 |
| Second Quality. | 6.75 |

HATCHETS—

| | |
|--|-------|
| Hunt's, Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50% |
| Broad and Bbl. | 40.5% |
| Boy's Axes. | 50% |
| Peck Edge Tool Co.: | |
| Hatchets, shingling, etc. | 50% |
| Broad and Bbl. | 40.5% |
| Boy's Axes and Hatchets. | 50% |

Axle Grease

| | |
|---------------------------------|----------|
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (36 in case). | 15 ea. |
| 2 " " | 25 " |
| 10 " " (6 in case). | \$1.30 " |
| 25 " " | 2.75 " |
| 50 " kegs. | 5.00 " |
| 100 " " | 9.00 " |
| 200 " half bbls. | \$4.1b |
| 375-400 lb. | |

| | |
|-----------------------------------|---------|
| Snow Flake: | |
| One-quart cans, per doz. | \$ 2.00 |
| Two-quart cans, per doz. | 3.00 |
| One-gallon cans, per doz. | 5.00 |
| Five-gallon cans, per doz. | 24.00 |
| Quarter bbls. (15 gal.), per gal. | 45 |
| One-half bbls. per gal. | 40 |
| Bbls. per gal. | 25 |

Balances, Spring

| | |
|------------------------------|-----|
| Challion's: | |
| Light, class A. | 50% |
| Circular Balances, class C. | 50% |
| Ice Balances, class B. | 50% |
| Straight Balances, Class A1. | 50% |
| Class A2. | 40% |
| Class D. E. F. | 30% |
| Class G. | 20% |

Balances, Sash

| | |
|-------------|-------|
| Caldwell's. | 50% |
| Pullman's. | 50.5% |

Beef Shavers

| | |
|-------------------------|--------|
| Enterprise: | |
| Japanned, each, \$3.00. | 25@30% |
| Tinned, each, \$10.50. | 25@30% |

Bells

| | |
|-----------------------------|-------|
| HAND— | |
| Hand Bells, polished brass. | 60.5% |
| Pure bell metal. | 80% |
| Silver chime. | 25.5% |
| White metal. | 60% |

DOOR—

| | |
|----------------|-------|
| Tripp, Gem. | 50.5% |
| Gong, Abbe's. | 45% |
| Gong, Yankee. | 45% |
| New Departure: | |
| Patent. | 50.5% |
| Patent. | 50% |

COW—

| | |
|---------------------------|-----------|
| Common wrought. | 75c@75.5% |
| Kentucky. | 70c@70.5% |
| Kentucky, Sargent's list. | 70% |
| Texas Star. | 50% |
| Western, Sargent's list. | 70c@70.5% |

Bellows

| | |
|---------------|-------|
| Blacksmith's. | 65.5% |
| Hand. | 25.5% |
| Moulders. | 25.5% |

Belting Rubber

| | |
|-------------------------------------|-------|
| Roston Belting Co.: | |
| "Boston". | 50% |
| "Imperial", seamless stitched. | 45% |
| Nagara. | 60% |
| New Jersey Car Spring & Rubber Co.: | |
| Extra Para. | 40.5% |
| Reliable. | 50.5% |
| Staple. | 60.5% |

Bench Stops

| | |
|---|-------|
| Morrill's No. 1, \$10.00 per doz.; No. 2. | 50% |
| Seymour Smith & Sons. | 25.5% |
| Miller's Falls. | 15.5% |
| Weston's. | 40% |

Binder Twine

| | Per Pound |
|------------------|-----------|
| Standard. | 10c |
| Standard Manila. | 10c |
| Manila. | 12c |
| Pure Manila. | 13c |

Bit Holders.

| | |
|-----------------------------|--------|
| Angular. | 45% |
| Barber's, per doz. \$15.00. | 45@50% |
| Ives' per doz. \$30.00. | 60.5% |

Blind Adjusters

| | |
|------------------------------|-------|
| Columbian. | 35.5% |
| Domestic, per doz. \$3.00. | 35.5% |
| Excelsior, per doz. \$10.00. | 50.5% |
| Norris's. | 10% |
| Zimmerman's. | 50.5% |

Blind Fastenings and Tenons

| | |
|---------------------------|--------|
| Security Gravity, per gr. | \$9.00 |
| Zimmerman's. | 50.5% |

Blocks, Tackle

| | |
|-----------------------------------|-------|
| Eddy's. | 50.5% |
| Hartz Steel. | 40.5% |
| Iron Strapped, Japanned Sheaves. | 70.5% |
| Iron Strapped, Lig Vitae Sheaves. | 60% |
| Rope Strapped, Japanned Sheaves. | 65.5% |
| L. V. Sheaves. | 40% |
| Lanes: | |
| Junior, Self Sustaining. | 30% |
| Pat. Automatic. | 30% |
| Perfect Saver. | 30% |
| Stowell, Novelty Block. | 50.5% |

Bolts

| | |
|----------------------------------|-------|
| DOOR AND SHUTTER— | |
| Cast Iron Barrel, Square, &c. | 60.5% |
| Cast Iron Chain. | 60.5% |
| Cast Iron Shutter Bolts. | 60.5% |
| Ives' Patent Door Bolts. | 60% |
| Wrought Barrel Bolts, Griffin's. | 80.5% |
| Wrought Square. | 70.5% |
| Wrt Shutter, Standard list. | 50.5% |
| Wrought Spring, Sargent's. | 70.5% |

CARRIAGE, MACHINE, & C.—

| | |
|--|-------|
| Common carriage (cut thread), per x and smaller. | 75% |
| Larger and longer. | 65.5% |
| Phil. Eagle, \$3.00 list May 24, '99. | 80% |
| Bolt ends, list Feb. 14, '99. | 65.5% |
| Bolt ends, with C and T nuts. | 65.5% |
| Machine, per x and smaller. | 75% |
| Machine, larger and longer. | 65.5% |

TIRE—

| | |
|--------------------------------------|-------|
| American Screw Co.: | |
| Bay State, plain, list Dec. 28, '99. | 80% |
| Bay State, fluted. | 80% |
| Eagle Phila. | 82.5% |
| Norway, Phila. | 80% |
| Common. | 75.5% |
| Norway, Phila. | 80% |
| Portchester, Norway. | 80% |
| Phila. | 82.5% |

STOVE AND PLOW—

| | |
|--------|-------|
| Plow. | 65.5% |
| Stove. | 67.5% |

MISCELLANEOUS—

| | |
|-------|-----|
| Sink. | 80% |
|-------|-----|

Bone Mills

| | |
|-------------|--------|
| Enterprise. | 25@30% |
| Stearns. | 40% |

Borers, Tap

| | |
|-----------------------|------------------------|
| Enterprise. | 20@25% |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co.: | |
| No. 6. | 30.5% |
| No. 10. | 25.5% |
| Common ring. | 20.5% |
| Ives. | 25.5% |

Boring Machines

| | |
|----------------------|----------------|
| WITHOUT AUGERS— | |
| Upright. | |
| Angular. | |
| Jennings'. | 55.5% |
| Miller's Falls. | \$7.50, 15.5% |
| Snell's, Rice's Pat. | \$2.50, \$2.75 |
| Ajax. | 40% |
| Phillips. | \$4.00 net |

Bow Pins

| | |
|------------|-------|
| Hotchkiss. | 60.5% |
|------------|-------|

Boxes, Mail

| | |
|-----------|-------|
| Heller's. | 40.5% |
|-----------|-------|

Box Hooks

| | |
|----------------------|-------|
| Humason & Beckley's. | 60.5% |
|----------------------|-------|

Box Openers

| | |
|-----------------|---------------------|
| Humason's. | per doz. net \$5.00 |
| Bemis & Call's. | 65% |

Box Scrapers

| | |
|------------|-----|
| Bradley's. | 20% |
|------------|-----|

Box Strapping

| | |
|--------------------------------|-------|
| Cary Mfg. Co's., in case lots. | 25.5% |
| "Universal". | 25.5% |
| Standard Metal Strap Co's. | 25.5% |
| Belipes. | 25.5% |

Braces

| | |
|--------------------------------|-------|
| Barbers'. | 50.5% |
| Barbers' Ratchet. | 50.5% |
| Common Ball American. | 60.5% |
| Ives'. | |
| Barbers'. | 60.5% |
| Barbers' Ratchet. | 60.5% |
| New Haven Novelty. | 70% |
| New Haven Ratchet. | 60.5% |
| Spofford. | 60.5% |
| C. E. Jennings & Co.: | |
| No. 108@114. | 50.5% |
| No. 208.5@214. | 50.5% |
| Lancaster Mach. & Knife Works. | 60.5% |
| Gen. Spofford's. | 60% |

| Chains | |
|--------------------------------------|-----------------|
| Galvanized Pump chain, # lb. | 45¢@45¢ |
| Ger. coll. list July 24, '97 | 60¢@10¢@10¢@10¢ |
| Ger. Hailer chain, list July 24, '97 | 60¢@10¢@10¢@10¢ |
| Jack chain, iron | 60¢@10¢@10¢@10¢ |
| Jack chain, brass | 60¢@10¢@10¢@10¢ |
| Onida Wire Dce chains | 45¢@50¢@55¢ |
| Trace Wagon and Fancy Chains: | |
| New list | 60¢@80¢@10¢ |
| Bridgeport Trace chains | 65¢ |
| Stake chains | 65¢ |
| Heel chains | 50¢ |

| COW TIES | |
|-----------------|-----------------|
| American | 45¢@50¢ |
| Niagara | 45¢@50¢@10¢@10¢ |
| Covert Mfg. Co. | |
| Cotton | 45¢ |
| Hemp | 45¢ |
| Jute | 45¢ |
| Sisal | 35¢@45¢ |

| Chain Guards | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |

| Carpet Stretchers | |
|--------------------------------|------------|
| Montross "Excelador," # doz. | \$6.00 20¢ |
| Bullard's | 35¢@45¢ |
| Cast Iron Steel points, # doz. | 80¢ |
| Sockets, # doz. | \$1.75 |

| Carpet Sweepers | |
|---------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd. | 21.00 |
| " C, Nickel | 25.00 |
| " D, Japd. | 21.50 |
| " E, Japd. | 19.50 |

| Carpet and Rug Beaters | |
|------------------------|----------------------|
| No. 12, Wire, Tinned | \$0.85 # Gro. \$9.50 |
| " 11, Wire, Coppered | 1.10 12.00 |
| " 11, Wire, Tinned | 1.30 15.50 |
| " 10 Wire, Glvanized | 1.50 18.00 |

| Cherry Stoners | |
|------------------------------|---------|
| Enterprise | 25¢@30¢ |
| Goodell's Family, net # doz. | \$4.00 |
| Reilman's, net, # doz. | 5.00 |

| Chisels | |
|------------------------------|-------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes | 75¢@75¢@10¢ |
| L. & I. J. White | 30¢@80¢@5¢ |
| C. E. Jennings & Co., No. 70 | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 65¢@2¢@10¢ |

| TANGED & MISCELLANEOUS— | |
|-----------------------------|--------------------|
| W. & S. Butcher's | \$4.75¢\$5.00 to 2 |
| C. E. Jennings & Co. | 25¢@10¢ |
| Jennings & Griffin Mfg. Co. | 25¢@10¢ |
| Tanged Chisels | 25¢@10¢ |
| Tanged Gouges | 35¢@10¢ |
| Tanged Firmers | 35¢@10¢ |
| Tanged Gouges | 35¢@10¢ |
| L. & I. J. White | 25¢@5¢ |

| COLD CHISELS— | |
|---------------------|---------|
| Good quality, # lb. | 15¢@16¢ |
| Snell's best C. S. | 40¢@55¢ |
| Cronk's | 50¢ |

| Cleaners, Sidewalk | |
|--------------------|---------------|
| Challenge Shank | # Doz. \$3.25 |
| Star Shank | 3.25 |
| Star Socket | 4.00 |

| Clippers | |
|-------------------------------|---------|
| HORSE— | |
| Chicago Flexible Shaft Co.'s: | |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '98, Chicago | 8.75 |
| '1900 Chicago | 10.75 |
| Twentieth Century | 5.00 |

| Coach Oil | |
|--------------------------|---------|
| Snow Flake | |
| One-pint cans, # doz. | \$ 3.00 |
| One-quart cans, # doz. | 4.80 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 65.00 |

| Cocks, Brass | |
|--|-------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kerosene, Racking, &c., Cocks | 70¢@10¢@75¢ |

| Coffee Mills | |
|---------------------|-------------|
| Box and Side | 50¢@10¢@60¢ |
| Enterprise Mfg. Co. | 30¢@25¢ |
| Lane Bros. Co. | 30¢ |

| Compasses, Dividers, &c | |
|--------------------------------|-------------|
| Atrol Callipers and Dividers | 40¢ |
| Bemis & Call Co.'s: | |
| Compasses | 50¢ |
| Dividers | 65¢ |
| Compasses, Callipers, Dividers | 75¢@75¢@10¢ |

| Coopers' Tools | |
|-------------------|-----------------|
| Barton's | 30¢@20¢@5¢ |
| L. & I. J. White | 30¢@20¢@5¢ |
| Sandusky Tool Co. | 25¢@10¢@50¢@10¢ |

| Corkscrews | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 35¢@45¢ |
| Humason & Beckley Mfg. Co. | 50¢@10¢ |
| Samson, # doz. | \$10.00 |

| Corn Hooks | |
|---------------------|-------------------|
| Kretzinger Cat-Easy | # Doz. net \$3.50 |

| Corn Knives and Cutters | |
|-------------------------|-----|
| Bradley's | net |
| Wadsworth's | 60¢ |

| Countersinks | |
|------------------|---------|
| Mayhew's Diamond | 40¢@45¢ |
| Smith's | 25¢ |
| Snell's | 40¢ |
| Wheeler's Patent | 50¢ |

| Cow Ties | |
|------------|--|
| See Chains | |

| Crays | |
|--------------------------------------|---------------|
| Sargent's List | 30¢ |
| Dixon's | # Gro. \$4.25 |
| Emerald | 5.00 |
| Orion | 5.00 |
| Rainbow | 5.12 |
| Solid | 7.50 |
| Tallora, black, \$5.25; red and blue | 9.00 |

| Curry Combs | |
|--------------------------|---------|
| Kohler's | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's | 25¢@10¢ |

| Cutlery | |
|------------------|-----|
| Foster's Pocket | 30¢ |
| Carrier's Pocket | 10¢ |

| Diggers | |
|---------------------|--|
| See Post Hole, etc. | |

| Dividers | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |

| Dog Collars | |
|-----------------------------|-------------|
| Walter B. Stevens & Son: | |
| Brass | 40¢ |
| Embossed Gilt | 80¢@10¢ |
| Leather | 40¢ |
| Union Hdw'wre Co., new list | 50¢@50¢@10¢ |

| Door Checks | |
|-------------------------------|---------|
| Bardale's | 40¢@45¢ |
| Columbia | 50¢@10¢ |
| Eclipse | 60¢@10¢ |
| Home | 50¢@10¢ |
| Pullman's Screen, # doz. net. | \$4.50 |

| Door Holders | |
|--------------|-------|
| Empire | 50¢ |
| Superior | 35¢@5 |

| Door Springs | |
|-----------------------------------|---------------|
| Columbian Steel | 20¢ |
| Columbia | 20¢ |
| Gem (Coll), list Oct. '95 | 30¢ |
| Pullman, Perfect | 25¢ |
| Pullman Coll. | 25¢ |
| Star (Coll), list Oct. '95 | 30¢ |
| Torrey's Rod, 39 in., # doz. net. | \$1.10¢\$1.25 |
| 48 in., | 8.50 |
| Victor, Coll. | 50¢@10¢@10¢ |
| Chicago Coll Springs | 40¢@10¢ |
| Reliance Coll Springs | 40¢@10¢ |

| Drain Cleaners | |
|-------------------|--------|
| Iwan's Adjustable | 55¢ |
| Iwan's Stationary | 40¢@5¢ |

| Drawer Pulls | |
|---------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75¢@10¢ |
| Sargent's list. | 60 |

| Drawing Knives | |
|--------------------|-------------|
| Standard Makes | 70¢@10¢@75¢ |
| Adjustable Handle | 25¢@25¢@10¢ |
| Jennings & Griffin | 80¢ |
| Watrous | 15¢@10¢ |
| L. & I. J. White | 20¢@5¢@25¢ |

| Drills and Drill Stocks | |
|--------------------------------------|----------------|
| Automatic Boring Tools, Goodell's | |
| Blacksmith's | 40¢@5¢@40¢@10¢ |
| Breast, Goodell's | 80¢ |
| Breast, Miller's Falls, each \$8.00 | 15¢@10¢ |
| Steamer bench | 30 |
| Hand, Goodell's | 30¢@10¢ |
| Whitney's Hand Drill, No. 1, \$10.00 | |
| Adjustable, No. 10, \$12.00 | 35¢@5 |

| TWIST DRILLS— | |
|----------------------|--|
| See Augers and Bits. | |

| Egg Beaters | |
|----------------------------|-------------------|
| Holt-Lyon Co.: | |
| No. 5 Japanned, Dasher | # Doz. # Gro. |
| flared | \$0.85 50.50 |
| No. A Japanned, 6 doz. | \$6.00 1.15 18.00 |
| No. 1, Tinned | 1.40 16.80 |
| No. B Japanned, hotel size | 1.85 22.00 |
| No. 6 Japanned, Dasher | |
| flared | 1.55 19.20 |
| No. 2, Tinned, hotel size | 3.00 34.00 |

| Escutcheons | |
|-------------|-----|
| Wood | 25¢ |

| Farriers' Knives | |
|------------------|---------------|
| 'Challenge' | # Doz. \$3.00 |
| Popes | 3.00 |
| Wilkinson's, net | 3.00 |
| Wostenholm's | 3.25 |

| Faucets | |
|-----------------------------------|-------------|
| Iron Petroleum | 70¢@70¢@10¢ |
| John Sommer's "Peerless," Tin Key | 40¢ |
| "Boss," Tin Key | 50¢ |
| "Victor," Metal Key | 50¢@10¢ |
| "Duplex," Metal Key | 60¢ |
| "I. X. L.," Cork Lined | 50¢ |
| "Reliable," Cork Lined | 50¢@10¢ |
| "Chicago," Cork Lined | 50¢ |
| "Perfection," Cedar | 40¢ |
| "No Brand," Cedar | 50¢ |

| SELF MEASURING— | |
|-------------------|-----------------|
| Enterprise # doz. | \$36.00 40¢@10¢ |
| Lane's | \$40.10¢@5¢ |

| Files | |
|-------------------------|---------------------|
| DOMESTIC— | |
| New list, Nov. 1, 1899: | |
| American | 75¢@10¢@75¢@10¢@10¢ |
| Archie | 75¢@10¢@75¢@10¢@10¢ |
| J. Barton Smith | 75¢@10¢@75¢@10¢@10¢ |
| Diamond's | 75¢ |
| Diamond's Superfine | 50¢ |
| Eagle | 75¢@10¢@75¢@10¢@10¢ |
| Great Western | 75¢@10¢@75¢@10¢@10¢ |
| Kearney & Foot | 75¢@10¢@75¢@10¢@10¢ |
| McClellan | 75¢@10¢@75¢@10¢@10¢ |
| Nicholson | 70¢@10¢@75¢@10¢@10¢ |
| Nicholson's X. F. Files | 80¢@80¢@10¢ |
| Royal | |

| IMPORTED— | |
|-----------|------------------------|
| Stub's | Stub's list, 20¢@35¢@5 |

| Filters | |
|----------------------------|----------------|
| Acorn | 50¢ |
| Fulper's Natural Stone | \$5.50¢\$12.50 |
| Subject to trade discount. | |

| Fish Hooks | |
|--|-------------|
| Am. Fish Hook Co. list | 60¢@60¢@10¢ |
| Kirby & Limerick, low list (60c. base) | 10¢ |

| Fishing Tackle | |
|--------------------------------|---------|
| Bishop | # Doz |
| Level Winding Jeweled Reel | \$78.00 |
| Level Winding Steel Pivot Reel | 65.00 |
| Auto Even Spooler | 30.00 |
| Gun Cleaner | 4.20 |
| Lightening Fish Scalder | 8.00 |
| Fish Hook Shield | 8.00 |

| Fish Scalers | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American | 60¢@20¢ |

| Freezers, Ice Cream | |
|---------------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 5 6 |
| Net | \$1.15 \$1.25 \$1.50 \$1.55 \$2.00 |
| "North Star": | |
| Net | \$1.25 \$1.45 \$1.75 \$2.25 |

| Fruit, Wine & Jelly Presses | |
|-----------------------------|---------|
| Enterprise | 30¢@25¢ |

| Fry Pans | |
|------------------------|-----------------------------|
| Standard list. | |
| No. | 1 2 3 4 5 6 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 9 |
| # doz. | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: | Net # Gro. |
| Size AA | \$8.10 |
| " B | 6.70 |
| " C | 9.20 |
| " D | 9.90 |

| Gauges | |
|--|---------|
| Bemis & Call's Steel | 50¢ |
| Clapboard | 25¢@10¢ |
| Diston's Mortise | 70¢ |
| Marking Mortise, etc. | 60¢ |
| Stanley's | 35¢ |
| Starrett's Surface, Center and Scratch | 25¢@10¢ |
| Wire, Moeres | 25¢ |
| Wire, P. S. & W., low list | 35¢@5 |

| Gimlets | |
|---------------------------|---------------|
| "Diamond" Gimlets, # gro. | \$4.00¢\$4.25 |
| Double Cut | 40¢@10¢@50¢ |
| Metal Head | 50¢@10¢ |
| Wood Head | 60¢ |

| Gimlet Bits | |
|----------------------|--|
| See Augers and Bits. | |

| Globe and Racking Cocks | |
|-------------------------|--|
| See Faucets. | |

| Glue | |
|-----------------|-------------|
| Le Pages Liquid | 25¢@25¢@10¢ |
| Mytic | 40¢ |
| Martins | 40¢@10¢ |

| Glue Pots | |
|------------------|--|
| See Hollow Ware. | |

| Graphite, Lubricating | |
|-------------------------------|-----------|
| Dixon's Pure Flake: | |
| 682—1 lb. cans | 20c. ea |
| 683—1 lb. screw top tin cans | 85c. ea |
| 684—10 lb. screw top tin cans | \$1.50 ea |
| 644—25 lb. boxes | 15.00 |
| 645—50 lb. boxes | 14.00 lb |
| 646—100 lb. kegs | 14c. lb |
| 647—350 lb. barrels | 12c. lb |

| Grindstone Fixtures | |
|----------------------|-------------|
| Cronk's | 50¢ |
| Forest City | 30¢@30¢@10¢ |
| Sargent's Patent | 60¢@10¢@10¢ |
| Stowells Extra Heavy | 50¢@10¢@10¢ |
| Stowells Light | 60¢@10¢ |

| Gunpowder | |
|-----------------|--|
| See Ammunition. | |

| Gun Wads | |
|-----------------|--|
| See Ammunition. | |

| Hammers | |
|--|----------------|
| HANDLED HAMMERS— | |
| Magnetic tack, Nos. 1, 2, 3, \$1.25 \$1.50 | |
| \$1.75 | 50¢ |
| Maydole's | 35¢@5¢@40¢@10¢ |
| Sargent's new list | 40¢ |
| Fayette R. Plumb: | |
| Thumb, A. E. Nail | 35¢@75¢ |
| Engineers and B. S. Hand | 50¢@12¢ |
| Quaker City Hammers | 40¢@10¢ |
| Riveting and Tinnings | 40¢@25¢ |

| HEAVY HAMMERS & SLEDGES | |
|-------------------------|--------------|
| Under 8 lb 50c lb. | |
| 8 to 15 lb 40c lb. | 30¢@5 |
| Over 15 lb 30c lb. | 30¢@10¢@5 |
| Wilkinson's Smiths | 25¢@10¢ \$1b |

| Hammock Ropes | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute | 40¢@5¢ |
| Nial | 30¢ |

| Handles | |
|---|----------------|
| WOOD— | |
| Anger, assorted, # gro. | \$2.75 |
| Anger, large, # gro. | 3.25 |
| Anger, Ives' Pat., No. 1 | 60¢@10¢ |
| No. 2 to 32 | 40¢ |
| Axe, Pick, etc. | 60¢@5¢@60¢@10¢ |
| Bliss Mfg. Co.: | |
| Chisel | |
| Brad Axl | |
| File | |
| Anger | 25¢@35¢ |
| Soldering Iron | |
| Brad Axl, # gro. | \$1.75¢\$2.00 |
| Chisel, Worcester, leather capped, # doz. | 1.50 |
| File, assorted, # gro. | \$1.40¢\$1.50 |
| Firmer, Chisel, Apple, assorted, # gro. | \$2.25¢\$2.75 |

| Hammer Hatchet | |
|--------------------------------|-------------|
| Hoe Rake and Fork | 45¢@60¢ |
| Rollis Hdw. Co. Hfts., \$9.00 | 40¢@10¢ |
| "Simplicity" File Hds., # gro. | \$ 30¢@15¢ |
| Saw and Plane | 40¢@10¢@50¢ |
| Shovel and Spade, Long Handles | 40¢@50¢ |

| CROSS-CUT SAW HANDLES— | |
|------------------------|-------------|
| Atkins | 40¢@5¢ |
| Champion | 45¢@45¢@10¢ |
| Diston's | 50¢ |

SPRING HINGES—

| | |
|--|--------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&10% |
| Gem..... | 30&10% |
| Oxford..... | 30&10% |
| Acme, Steel..... | 35% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 30&10% |
| Superior: | |
| Floor Hinges..... | 35% |

GATE HINGES—

| | |
|--|----------------|
| Clark's, Nos. 1, 2, 3..... | 50&100&100&10% |
| N. E., 7 doz., \$7.50..... | 60% |
| N. E., Reversible, 7 doz., \$5.50..... | 60% |
| N. Y. State, 7 doz., \$4.50..... | 60% |
| Western, 7 doz., \$4.50..... | 60% |

BLIND HINGES—

| | |
|---|-------------------|
| Parker..... | 70&100&70&100&10% |
| Sargent's, Nos. 1, 2, 5, 11, 12..... | 75% |
| W. H. Co's, No. 2 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.50 per doz. sets..... | 50&10% |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&25% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 65&10% |
| Maslin Kettles, &c..... | 60% |
| "Porcelainized"..... | 50% |

STOVE HOLLOW WARE—

| | |
|---------------------------------|---------------|
| Blacklock: | |
| Ground..... | 55&40&10% |
| Plain or Unground..... | 60&45% |
| Country Ware, 700 lbs. net..... | \$2.75&\$3.00 |
| Enamelled Ware..... | 50&45&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maslin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 40% |
| Enamelled..... | 50% |

GLUE POTS—

| | |
|----------------|-----|
| Tinned..... | 55% |
| Enamelled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|-------------------|
| Celling, Sargent's list..... | 50&100&40% |
| Chandler..... | 60&80&10% |
| Clothes Line, Sargent's list..... | 50&100&10% |
| Coat and Hat, Sargent's list..... | 50&100&50% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 50&50&10% |
| Lamp..... | 60&80&10% |
| Picture..... | 60&10% |
| Screw Hat..... | 60&100&70% |
| Wardrobe..... | 60&100&50&100&10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 7 doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 35% |
| Atlas, Metal Clasp..... | 70% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Ceiling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|------------|
| Belt..... | 30&10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35&45% |
| Grass, Wadsworth's..... | 60% |
| Cronk's, Grass, 7 doz..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60&100&10% |
| Hooks and Eyes, Gal. Iron..... | 70&10% |
| Cotton, box and hay..... | 60&100&10% |

Horse Clippers

| | |
|-------------------|--|
| See Clippers..... | |
|-------------------|--|

Horse Nails

| | |
|-----------------------------------|---------------------------------|
| Nos..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 21c 21c |
| American, all sizes, net..... | 9&4 |
| Nos..... | 6 7 8 9 10 |
| Anchor and New Haven..... | 13c. net for all sizes 5 to 10. |
| Nos..... | 6 7 8 9 10 |
| Assable..... | 25c 25c 25c 21c 21c |
| C. B. E..... | 25c 25c 21c 21c |
| Capwell..... | 18c 18c 17c 18c 18c |
| Champion..... | 25c 25c 25c 21c 21c |
| Clinton Fin..... | 19c 17c 18c 18c 18c |
| Essex..... | 25c 25c 25c 21c 21c |
| Lyra, all sizes, net..... | 9&4 |
| Livingston..... | 25c 25c 21c 21c |
| Mead B..... | 25c 25c 21c 21c |
| Neponset, Nos. 5 to 10, 7 lb..... | 12c |
| Northwestern..... | 25c 25c 21c 21c |
| Putnam..... | 25c 21c 20c 18c 18c |
| New Putnam..... | 18c 18c 17c 18c 18c |
| Vulcan..... | 25c 21c 20c 18c 18c |
| Western..... | 40&10% |

Horse Shoes

| | |
|---------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, iron, 7 kg..... | \$4.00 |
| Steel, 7 kg..... | 5.75 |

Horse Ties

| | |
|------------------|------|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Steel..... | 35&4 |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 60% |
| N. Y. Car Spring & Rubber Co.: | |
| Extra Para..... | 40&10% |
| Reliable..... | 50&10% |
| Staple..... | 60&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80&30% |
| Steam..... | 70% |

Ice Awls, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awls..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|------------------------------|--|
| See Freezers, Ice Cream..... | |
|------------------------------|--|

Ice Shredders

| | |
|-----------------------------|------------------------------|
| Enterprise..... | No. 23, 7 doz. \$5.00 25&30% |
| No. 24, 7 doz. 15.00 25&30% | |

Jack Chain

| | |
|----------------|--|
| See Chain..... | |
|----------------|--|

Jacks

| | |
|----------------------|--|
| See Wagon Jacks..... | |
|----------------------|--|

Jack Screws

| | |
|-----------------|--|
| See Screws..... | |
|-----------------|--|

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 30&25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, 7 doz. \$1.50..... | 20% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 7 doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 30% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$2.00 |
| Solid Stone Carving Knife Hones..... | \$2.50 |
| 7 doz..... | \$2.50 |
| Quick Edge Pocket Knife Hones..... | \$3.00 |
| 7 doz..... | \$3.00 |
| Mounted Kitchen Sandstone..... | \$1.50 |

Knobs

| | |
|---|---------------|
| Bardley's wood, door, shutter..... | 10&15% |
| Base, rubber tip, 3 1/2 in head, 7 gro..... | \$1.15&\$1.25 |
| Door Mineral..... | 65&70c |
| Door Por. Jap'd..... | 70&75c |
| Door Por. Nickel..... | \$2.10&\$2.30 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|---------------|
| Cronk's barn door, net..... | 7 Doz. \$2.00 |
| Lane's Barn Door..... | 40&10% |

Lawn Mowers

| | |
|--------------------------------|--------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&100&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Styles M. S. C. K. T..... | 70&10% |
| Style A (all steel)..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 4 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Daisy, net, 7 doz..... | \$7.50 |
| Mydic..... | 4.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 35% |

Lemon Squeezers

| | |
|---|---------------|
| Berger Bros., 7 doz. 8 in., \$1.00; 10 in., \$1.40..... | 20% |
| Hotchkiss, Straight Flush, 7 doz..... | \$9.50 |
| Little Giant..... | 50&50&5% |
| Porc. lined, Iron, 7 doz..... | \$1.75 |
| Porc. lined, Wood, 7 doz..... | \$1.25 |
| Wood, common, 7 gro..... | No. 0, \$5.25 |
| 75.50; No. 1, \$5.25&\$5.50 | |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's..... | 25&10% |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |

Lifters

| | |
|--------------------------|--|
| See Transom Lifters..... | |
|--------------------------|--|

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 20 feet..... | 40&10% |
| Cotton Trot..... | 30% |
| Samson Cot., Nos. 4, \$2.50; 4 1/2, \$2.75..... | 30% |
| Silver Lake braided, 7 gro., Nos. 0, \$6.00; 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 30% |
| Wire Clothes: | |
| 1000 feet..... | 18 19 20 |
| 75 feet..... | \$6.25 \$2.00 \$1.75 |
| | 1.20 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, & C—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|------|
| Eagle Lock Co..... | 35&4 |
| Corbin..... | 35&4 |
| Yale..... | 35&4 |

PADLOCKS—

| | |
|---|------------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40% |
| Acme Hard Co..... | 40&45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egge bicycle..... | 50% |
| Wrought Iron..... | 75&100&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 25&10% |
| Eagle..... | 40% |

Machine Bolts

| | |
|----------------|--|
| See Bolts..... | |
|----------------|--|

Mail Boxes

| | |
|----------------------|--|
| See Boxes, Mail..... | |
|----------------------|--|

Mallets

| | |
|--|----------|
| Hickory..... | 45&5&50% |
| Lignumvite..... | 45&5&50% |
| Bliss..... | |
| Carpenters, Tanners, Box, Carvers..... | 35&4 |

Maslin Kettles

| | |
|----------------------|--|
| See Hollow Ware..... | |
|----------------------|--|

Mattocks

| | |
|--------------------------------|------------|
| Cronk's Garden, net 7 doz..... | \$4.00 |
| Regular Goods..... | 70&100&75% |

Meat and Food Cutters

| | |
|--------------------------------|-------------------------------|
| American..... | 1 2 3 4 5 6 |
| Nos..... | 1 2 3 4 5 6 |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, 7 doz..... | 30&100&40&10% |
| Nos..... | 1 2 3 4 |
| Each..... | \$14 \$17 \$19 \$20 |
| Enterprise..... | 25&25&7&4% |
| Nos..... | 5 10 12 20 22 32 |
| Each..... | \$2 \$3 \$2.75 \$6 \$4.50 \$6 |
| Little Giant..... | 40&40% |
| Nos..... | 305 310 312 320 322 |
| Each..... | \$35 \$48 \$44 \$72 \$68 |
| Woodruff's, 7 doz..... | 40&50% |
| Nos..... | 100 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Cosmic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 16c |
| f. o. b. New York or Chicago..... | |

Melting Ladles

| | |
|--------------------------------------|-----------|
| Monroe's Patent, 7 doz., \$4.00..... | 40% |
| Sargent's..... | 60&80&10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30&10% |
| Seavey's, 7 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. 240 to 480..... | 30% |
| Nos. 50 and 60..... | 35% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

| | |
|--|-----------|
| See Review of the Markets for Quotations. | |
| Wire nails and brads, Papered Assn list, July, 1899..... | 85&85&10% |

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|---------------------------------------|---------|
| "Gem," 7 1/2 gross lots, 7 gross..... | \$21.00 |
| "less quantity, 7 dozen..... | 2.00 |

Nail Pullers

| | |
|--|------------|
| Ajax, 5 lbs., 7 dozen, net..... | \$7.50 |
| Black Hawk, 7 dozen..... | 9.00 |
| Cyclops..... | 50&100&50% |
| Cronk's, 7 dozen, net..... | \$12.00 |
| Eureka, No. 74, 7 doz., net..... | \$3.50 |
| Eureka, No. 75, 7 doz., net..... | \$3.00 |
| Giant, No. 1, 7 doz., \$18.00; No. 1 1/2, \$16.50..... | |
| No. 2, \$15.00..... | 30&5% |
| Lightning, 7 doz., \$18.00..... | 20% |
| Morris No. 1, list \$20.00..... | 50% |
| National, 7 doz., \$24.00..... | 10% |
| Pelican, 7 doz., \$9.00..... | 40&40&10% |
| Rollis Hardware Co., No. 1, \$18.00..... | 50&10% |

Nail Sets

| | |
|----------------------------------|---------------|
| Hunters, Cup Point, knurled..... | 7 Gro \$10.00 |
| Hunters, Cup Point, plain..... | 9.00 |
| Octagon..... | 4.00&4.75 |
| Round, assorted..... | 3.00&3.25 |
| Square..... | 4.00&4.25 |
| Shells..... | |
| Octagon, 7 gro..... | 55 |
| Corrugated..... | 55 |
| Knurled..... | 60&70% |

IRON PLANES—

| | |
|----------------------------|-----------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 60&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 35% |
| Miscellaneous | 35% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 30% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 16%&10% |
| Stanley R. & L. Co. | 85% |
| L. & I. J. White | 20&5&29% |

Pliers

| | |
|--------------------------|-----------|
| Button | 75&10&75% |
| Cronk & Carrier: | |
| Pliers | 60&10% |
| No. 1 | \$3.25 |
| " 40, net | 75&10% |
| " 40 | 80% |
| " 65 | 40&10% |
| " 70 | 50% |
| " 80 | 50&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers | 66% |
| Smith's Side Cutting | 25% |

Plow Bolts

| | |
|-----------|--|
| See Bolts | |
|-----------|--|

Plumb Bobs

| | |
|---------------------|-----|
| Keuffel & Esser Co. | 33% |
|---------------------|-----|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davis' | 20% |
| Inclinometers | 25&10% |
| Iron Levels | 70% |
| Diastion's | 25% |
| Machinists | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 55% |

Poachers

| | |
|------------------|--|
| See Egg Poachers | |
|------------------|--|

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|--------------------------------------|-------|
| Prestoline Liquid, new list | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 8 oz boxes | 50 |
| " doz. | 4.50 |
| " gross | 1.25 |
| " pound boxes, " doz. | 2.25 |
| " gross | 1.25 |
| U. S. Liquid, 8 oz cans, " doz. | 12.00 |
| " gross | 1.75 |
| Barkeeper's Friend Metal Polish | 18.00 |
| " doz. | |
| " gross | |

Polish Stove

| | |
|---|------|
| Black Eagle benzine paste, 5 lb cans, | 10c |
| " lb. | 75c |
| Black Eagle, liquid, 10 oz. cans, | 75c |
| " doz. | 75c |
| Black Jack paste, " lb cans, " gross | 65c |
| Black Kid paste, " lb box, " gross | 50c |
| Ladd's Black Beauty, " gross, \$10.00 | 10c |
| Joseph Dixon's, " gross, \$5.75 | 8c |
| Dixon's Plumbago, " lb. | 2.50 |
| Firestone, " gross | 3.50 |
| Gem, " gross, \$4.50 | 3.50 |
| Japanese, " gross | 3.50 |
| Jet black, per gross | 3.50 |
| Peerless Iron enamel, 10 oz. cans " doz | 1.50 |
| Wynn's | |
| Black silk, 5 lb. pail, each | 70c |
| Black silk, " lb box, " doz. | 1.00 |
| Black silk, 6 oz box, " doz. | 75c |
| Black silk, " pint liquid, " doz. | 1.00 |

Poppers, Corn

| | | |
|----------|-----|-------|
| Square | Doz | Gro |
| 1 qt | | 9.00 |
| 1 1/2 qt | | 11.00 |
| 2 qt | | 13.50 |

Post Hole Diggers

| | |
|--|---------------------|
| Avery's | 60% |
| Diastion's Samson Digger, " doz, \$34. | 25% |
| Kohler's | |
| Little Giant | " doz., net \$12.00 |
| Hercules | " " 9.50 |
| Invincible | " " 9.00 |
| Pioneer | " " 7.20 |
| Universal | " " 13.00 |
| New Champion | " " 5.00 |
| Rival | " " 5.00 |
| Ryan's | " doz., \$20.00 25% |
| Iwan's | " " 11oz |
| Split handle | net \$6.75&7.00 |
| Perfection | 7.25&7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | " doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|----------|
| Hoe Down Hooks | 75&10&2% |
| Hop Hooks | 60&10&2% |
| Potato Hooks | 70 |

Powder

| | |
|----------------|--|
| See Ammunition | |
|----------------|--|

Preserves

| | |
|-------------------------------|--|
| See Fruit and Jelly Preserves | |
|-------------------------------|--|

Primers

| | |
|----------------|--|
| See Ammunition | |
|----------------|--|

Pruning Hooks and Shears

| | |
|--|---------|
| Cronk's Pruning Shears, all styles | 33% |
| Diastion's Combined Pruning Hook and | |
| Saw, " doz | \$19.00 |
| Diastion's Pruning Hook, " doz., \$12.00 | 90% |
| Smith's | |
| Pruning Shears | 60&10% |
| Rockdale Pruners | 33% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's, Pruning Tools | 40% |
| P. S. & W. Co's, Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| Awning | 80&80&10% |
| Axle | 50&10&60% |
| Brass screw | 45&10% |
| Celling | 50&10&60% |
| Clothes line, Japanned | 60% |
| Common Sense | 60% |
| Crumb Water | 60% |
| Empire Sash Pulley | 60&60&10% |

| | |
|---|-----------------|
| Fox all steel | 55 |
| Grand Rapids, " all steel | 0% |
| Hay Fork, swivel eye, " doz., 4 in., \$3.75 | 55% |
| 6 in., \$5.00 | 55% |
| Hay Fork, Hartz, 4 1/4 in., " doz., \$6.00 | 50&10% |
| 5 in., solid, \$5.70 | 50% |
| Hot House | 50&10&50&10&10% |
| Stowell's Anti-Friction, 5 in. wheel, | 40% |
| " doz., \$12.00 | 40% |
| Side Anti-Friction | 60% |
| Shade rack | 45% |
| Upright | 50&10&50&10&10% |

Pumps

| | |
|--|-----------|
| Cistern, best grades | 60&60&10% |
| Pitcher Spout, best grades | 75&80% |
| Power Pumps, Myers | 50% |
| Spray Pumps, Myers | 50&10% |
| Spray Pumps, Kohler's | |
| Daisy, net " doz. | \$ 7.50 |
| Mechanical, net " doz. | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 328, 3 in. Shallow Well | 18.00 |
| Pump | 9.00 |
| No. 8, Fig. 328, 3 1/2 in. Shallow Well | 15.00 |
| Pump | 15.00 |
| No. 5, Fig. 307, 3 in. Deep Well | 15.00 |
| Pump | 17.00 |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well | 17.00 |
| Pump | 14.00 |
| No. 14, Fig. 321, 3 in. Deep or Shal- | 15.00 |
| low Well Pump | 17.00 |
| No. 32, Fig. 323, 3 in. Deep Well | 17.00 |
| Pump | 14.00 |
| No. 56, Fig. 331, 3 in. Shallow Well | 17.00 |
| Pump | 17.00 |
| No. 59, Fig. 332, 3 1/2 in. Shallow | 17.00 |
| Well Pump | 15.00 |
| No. 70, Fig. 333, 3 1/2 in. Deep Well | 15.00 |
| Pump | 15.00 |
| No. 72, Fig. 333, 3 in. Deep Well | 15.00 |
| Pump | 9.00 |
| No. 102, Fig. 448, 3 in. Lift Pump | 11.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 7.00 |
| No. 129, Fig. 510, 3 in. Lift Pump | 8.50 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | 12.50 |
| No. 225, Fig. 389, Windmill Pump | 16.00 |
| No. 235, Fig. 408, Windmill Pump | 28.00 |
| No. 240, Fig. 408, Regulator Pump | 11.50 |
| No. 302, Fig. 477, Spray Pump, com- | 10.00 |
| plete | |
| No. 330, Fig. 547, Knapsack Spray | 5.00 |
| Pump | 2.00 |
| Discount 50% f. o. b. Ashland. | |
| No. 268, Fig. 513, Low Down Tank | |
| Force Pump, net | 5.00 |
| No. 320, Fig. 492, Bucket Spray | |
| Pump, net | 2.00 |

Punches

| | |
|------------------------|--------|
| Hemis & Call Co's: | |
| Cast Steel Drive | 50% |
| Morrill's | 50% |
| Niagara Hollow | 45% |
| Niagara Solid | 60&65% |
| Saddler or Drive, good | 40&55% |
| Snell's Thinners | 40&55% |

Rail

| | |
|--|------------------|
| Barn Door, Light, Inches | 1/4 1/2 3/4 |
| " 100 feet | \$1.40 1.35 2.30 |
| Barn Door, "None Better" No. 1, " ft. | 3 1/2 |
| Barn Door, "None Better" No. 2, " ft. | 4c |
| B. D. for N. E. Hangers | |
| Angular, " ft. 6c | 70% |
| Double Flange, " ft. 8c | 70% |
| Cronk's | " Ft |
| O. N. T. style, No. 18 | 2 1/2 |
| Double braced, No. 10 | 2 1/2 |
| Lane's | |
| O. N. T. 1 in., " 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 8.00 |
| O. N. T. 1 1/2 in., net | 4.00 |
| Hinge Hanger, 1 in., " 100 ft. | 8.50 |
| " 1 1/2 in., net | 9.50 |
| Stowell's Wrought steel | 25% |
| Sliding Door, Bronzed Wrought iron, | 6 1/2 |
| " ft. | 6 1/2 |
| Sliding Door, Steel, Brass Plated, " ft. | 5 1/2 |
| Sliding Door, Wrought brass, 1 1/2 in. " lb. | 25c&30c |
| Victor Track Rail, 7c " ft. | 80&10&2 1/2 |

Rakes, Etc

| | |
|---------------------|------------------------|
| Cronk's | |
| Malleable | 70&10% |
| New Champion | \$3.75, 4.00, 4.25 net |
| Victor | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn | \$4.00 net |
| Never Break Garden | 75&10% |
| Queen City Lawn | 40% |
| Kohler's | Net |
| Lawn Queen, 20 | \$3.15 |
| " 24 | 3.25 |
| Jumbo Lawn, 36 | 5.4c |
| Paragon (wood head) | 2.50 |
| Steel Garden, 10th | 2.00 |
| " 12th | 2.10 |
| " 14th | 2.25 |
| " 16th | 2.40 |

Rasps, Horse

| | |
|--------------------------|-------------|
| Diastion's | |
| New Nicholson Horse Rasp | 70&10&75&5% |
| See also Files | |

Razors

| | |
|------------------------------------|----------|
| Electric | List Net |
| Boracic | 60% |
| Fox | 50% |
| J. R. Torrey Razor Co. | 50% |
| Wostenholm & Butcher, \$10.00 to £ | 10% |

Razor Hones

| | |
|------------------------------------|-------------|
| Pike Mfg. Co.: | |
| Belgian German and Swat, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

| | |
|--------------------------------------|-----------|
| HOT AIR— | |
| New list, July 1, 1906: | |
| Black Japanned, White Japanned, | |
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated | 70&70&10% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwan's Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|----------------------------------|--------|
| Bishops' | |
| Small Bore Rifle Cleaner, " doz. | \$3.00 |

Rings

| | |
|------------------------|--|
| See Bull and Hog Rings | |
|------------------------|--|

Rivets and Burrs

| | |
|-----------------|----------|
| COPPER— | |
| Belt with Burrs | 45&45&5% |
| Hose with Burrs | 45&45&5% |

IRON OR STEEL—

| | |
|-------------------------|-----------|
| New list, Jan. 8, 1904. | |
| Tinners | 75&75&45% |
| Miscellaneous | 70&70&45% |

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | |
|---------|---------------------|
| Cronk's | |
| Nos. | 50 55 58 60 65 |
| " Dozen | 50c 50c 75c 75c 75c |

Rope

| | |
|-------------------------|--------|
| Cotton Rope: | " Lb |
| Best 1/4 in. and larger | 16 1/2 |
| Medium | 14 1/2 |
| 1/4 in. and larger | 10 1/2 |
| Common | 10 1/2 |

Jute Rope:

| | |
|---------|-------|
| A grade | 6 1/2 |
| C grade | 5 1/2 |

Manilla Rope:

| | |
|---------------------|--------|
| 7-16 in. and larger | 12 1/2 |
| " and 5-16 | 13c |
| " and 5-16 | 18 1/2 |

Sisal, Pure:

| | |
|---------------------|--------|
| 7-16 in. and larger | 10c |
| " and 5-16 | 10 1/2 |
| " and 5-16 | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|----------------------|-----------------|
| Athol, Steel | 33 1/2 |
| Boxwood | 60&10&60&10&10% |
| Ivory | 35&10&35&10&45% |
| Keuffel & Esser Co.: | |
| Folding, wood | 55&10% |
| steel | 33 1/2&10% |

Lufkin's:

| | |
|--------------------------|--------|
| steel | 50&10% |
| Lumber | 60% |
| Miscellaneous, Stanley's | 60% |

Sad Irons

DOVER ASBESTOS—

| | |
|---------------------------------------|--------|
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Rieve | 50% |
| Tourist | 50% |
| Toy | 50% |
| Blacklock: | |
| Plain black in cases, " 100 lbs. | \$3.75 |
| Bronze finished in cases, " 100 lbs. | 3.15 |
| Aluminum finish, in cases, " 100 lbs. | 2.95 |
| Full nickel, in cases, " 100 lbs. | 3.75 |

COLD HANDLED—

| | |
|----------------------------|---------|
| Enterprise Mfg. Co. of Pa. | 20&5&5% |
|----------------------------|---------|

Safety Fuse

| | |
|----------|--|
| See Fuse | |
|----------|--|

Safety Lifts

| | |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70&10&10% |
|----------------------|-----------|

Sand and Emery Paper and

Cloth

| | |
|------------------------------|-----------|
| Baeder, Adamson & Co's list: | |
| Emery cloth | 50&10&60% |
| Garnet paper | 25% |
| Flint and emery paper | 50&10&60% |

Sash Balances

| | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pullman | 50&10&60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|---------------------|-----------|
| Competition | 50&10% |
| Giant | 40% |
| Monarch B. C. Co. | 70% |
| Pullman bronze | 70% |
| Pullman cop steel | 70&10&10% |
| Royal metal | 65&65% |
| Steel B. C. Co. | 70&10% |
| Steel, copperplated | 70% |
| Victor bronze | 70% |
| Victor steel | 75% |

Sash Cord & Weight Fastener

| | |
|------|-----|
| Ives | 40% |
|------|-----|

Sash Cord

| | |
|---------------------------|-------|
| Cable Laid Italian, 7 lb. | 16@1 |
| Cable Laid Russia, 7 lb. | 1 |
| Common India, 7 lb. | 10@10 |
| Patent Russia, 7 lb. | 1 |
| Patent India, 7 lb. | 12@1 |
| Silver Lake: | |
| A Quality, drab, 7 lb. | 4 |
| A Quality, white, 7 lb. | 3 |
| B Quality, drab, 7 lb. | 2 |
| B Quality, white, 7 lb. | 2 |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural Implements

Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

"Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits

John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

Automobiles

J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Awnings

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes

National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease

Frazer Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil

Frazer Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal

Magnolia Metal Co., New York

Balances, Sash (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet Forks

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

Bells and Gongs

John H. Graham & Co., New York

Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Punches

Sattley Stacker Co., Indianapolis, Ind.

Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries

Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Blocks, Tackle

Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners

Cary Mfg. Co., New York

Box Hoops and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Braces, Carpenters

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets

E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

Builders' Hardware

Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Robert B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales

John Chatillon & Sons, New York

Butchers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Medicine

Udell Works, Indianapolis, Ind.

Calipers

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Sawyer Tool Mfg. Co., Fitchburg, Mass.
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers

John H. Graham & Co., New York

Carpenters' Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Casters

Faultless Casters Co., Nebraska City, Neb.

Casters (Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist

Jos. F. McCoy Co., New York.

Chain Pump Buckets

Henry C. Freshour, Bridgeport, Conn.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter

Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet

E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)

Pullman Mfg. Co., Rochester, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Conductor Pipe

Am'can Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Copper Ware

Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfelt Detectors

Pelouze Scale & Mfg. Co., Chicago

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery

Davies Automatic Shear Co., New York

Cutlery, Pocket

John Chatillon & Sons Co., New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers

Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Diamond Tools

The Tanite Co., Stroudsburg, Pa.

Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks

Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles

Alfred Field & Co., New York

Door Holders

Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs

Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls

Champion Safety Lock Co., Geneva, O.

- Ears, Knobs and Handles**
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co., Buffalo, N. Y.
- Egg Beaters (Dover)**
Holt Lyon Co., Tarrytown, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery**
The Tanite Co., Stroudsburg, Pa.
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Glue**
The Tanite Co., Stroudsburg, Pa.
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Envelope and Stamp Lubricators**
Pelouse Scale & Mfg. Co., Chicago
- Export Agents**
John H. Graham & Co., New York
- Fans (Ventilating, Ceiling)**
D. L. Bates & Brother, Dayton, Ohio.
The A. Rosenberg Co., Baltimore, Md.
- Farm Fencing**
New Jersey Wire Cloth Co., Trenton
and New York
- Farming Tools**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Fences (Steel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
- Fire Arms**
Alfred Field & Co. New York
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Fire Pots**
Clayton & Lambert Mfg. Co., Detroit,
Mich.
- Fishing Tackle**
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**
American Tube and Stamping Co.,
Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Ltd**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**
Fulper Bros. & Co., New York
- Galvanized Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Garbage Cans**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Clevel-
land, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago
- Grade Finders**
American Combined Level & Grade
Finder Co., Railroad, Pa.
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jae. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grinding Machines**
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**
Henry Diaston & Sons., Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn.
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven,
Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls,
New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Clevel-
land, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Frazer Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Frazer Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Haps and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Hommel Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoist (Chain)**
Jos. F. McCoy Co., New York.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Household Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Hoof Oil**
Frazer Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Onida Community, Ltd., Kenwood, N. Y.
- Horse Chipping Machines**
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**
Capewell Horse Nail Co., Hartford, Conn.
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.
- Holders, Pillow Sham and Dust
Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Ice Balances**
John Chatillon & Sons, New York
Pelouse Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Ironing Boards**
Tyrone Ironing Board Co., Tyrone, Pa.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago,
Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport,
Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
Leader Mfg. Co., Hartford, Ct.
- Letter Boxes**
Taylor & Boggis Foundry Co., Clevel-
land, Ohio.
- Levels**
American Combined Level & Grade
Finder Co., Railroad, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Lifting Jacks**
Barth Mfg. Co., Milwaukee, Wis.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Clevel-
land, Ohio
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks**
Yale & Towne Mfg. Co., New York.
- Locks and Knobs**
John H. Graham & Co., New York
- Lubricants**
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Diaston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Kenkel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

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John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
Sawyer Tool Mfg. Co., Fitchburg, Mass.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Netleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans

Atlantic Stamping Co., Rochester, N. Y.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co., Cleveland, O.

Packing Rubber

Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

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Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

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Jos. Dixon Crucible Co., Jersey City, N. J.

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Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
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Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

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Walworth Mfg. Co., Boston, Mass.

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Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

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C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

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Geo. W. Hoffman, Indianapolis, Ind.
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Chandler & Farquhar, Boston

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Champion Safety Lock Co., Geneva, O.

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Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

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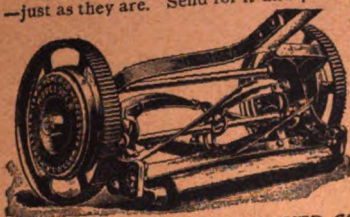
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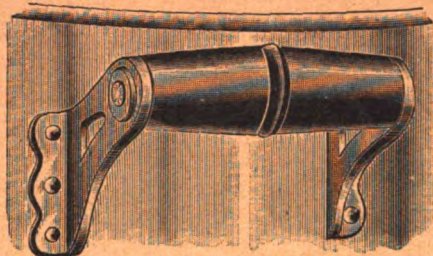


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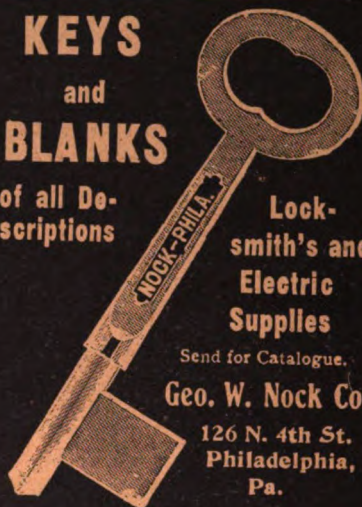
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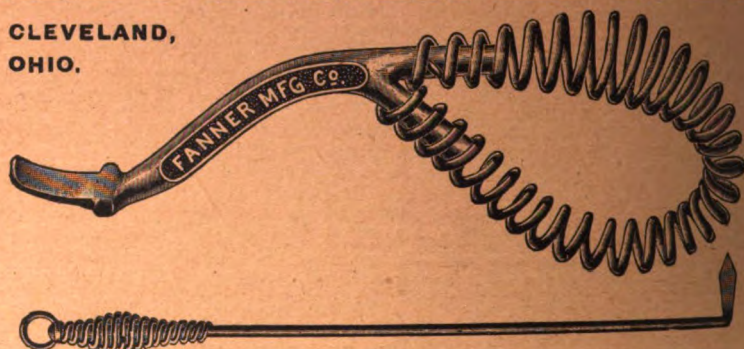
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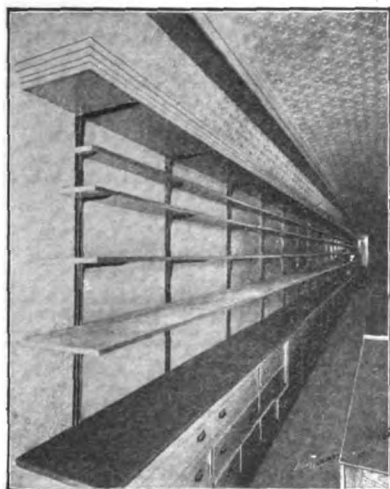
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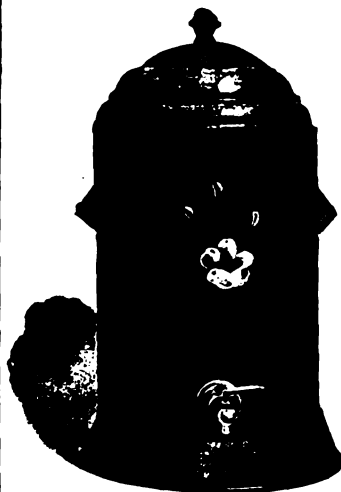
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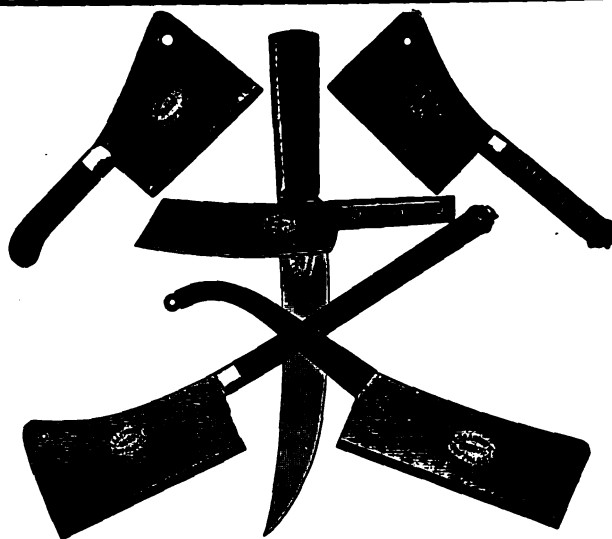
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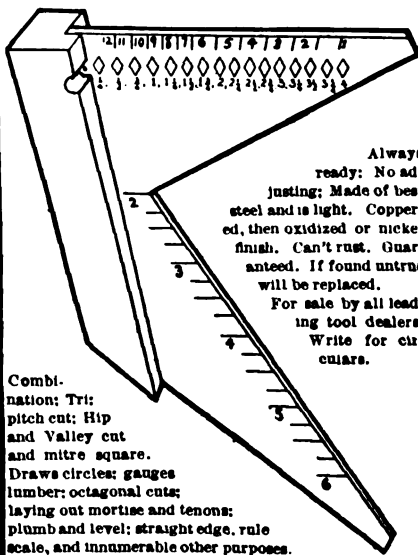
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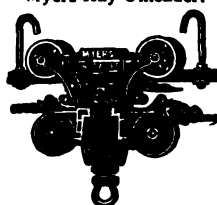


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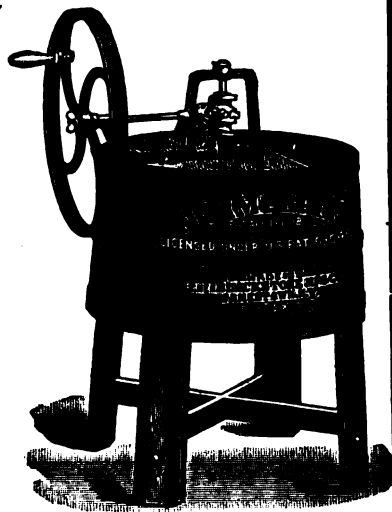
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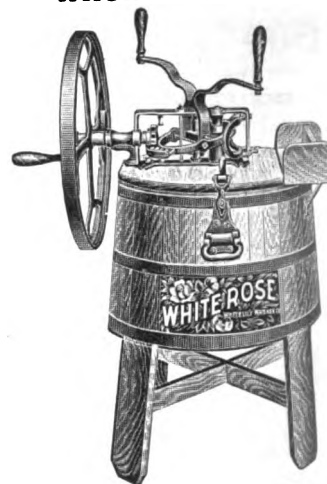
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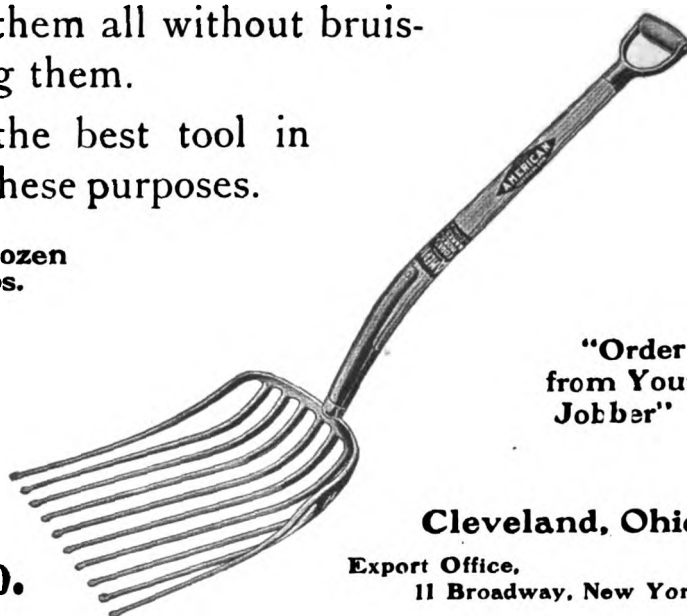
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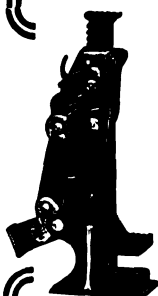
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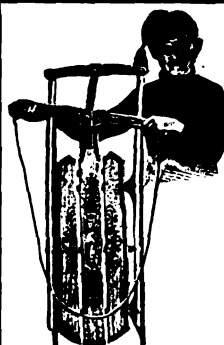
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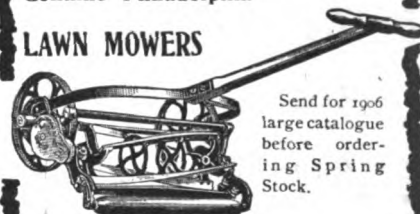
that your money can buy at a profit for you, write us.

Forty Years at it We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Stee Bow, Champion, Jr.—all quick sellers.

Write for price today.
CYCLONE SEEDER CO., Urbana, Ind.

Genuine Philadelphia

LAWN MOWERS



Send for 1906
large catalogue
before order-
ing Spring
Stock.

Made only by
THE PHILADELPHIA LAWN MOWER CO.
3101-07 Chestnut St., Phila., Pa.

New Jersey Wire Cloth Co.

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THE ROEBLING STANDARD WIRE BATHING,

"JERSEY" POULTRY NETTING AND FARM FENCING,

PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,

and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, 117 and 119 Liberty Street, 171 and 173 Lake Street, 25 and 27 Fremont Street,
NEW JERSEY. NEW YORK. CHICAGO. SAN FRANCISCO.

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For Hardware Dealers

Are you sure there are not more profits in your business? If you want to know what the Dixon Company can offer you in the way of substantial, yet attractive and profitable products get their free catalogue 54-K. : : : : :

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JERSEY CITY, N. J.



Prepare for success in the bar, in business or public life, by mail, in the ORIGINAL SCHOOL. Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Legal College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free. Sprague Correspondence School of Law, 728 Majestic Bldg., New York City.

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Flint Paper
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HAIR FELTING for covering Boilers, Steamers, Water Pipes, and lining Refrigerators.

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145 MILK STREET, BOSTON
102 LAKE STREET, CHICAGO.

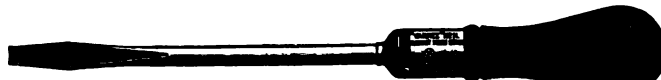
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ARE THE NEWEST, CLEVEREST AND
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Ask
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About
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Tool
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NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



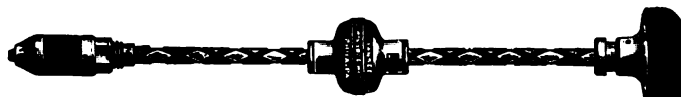
NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO. 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street, PHILADELPHIA, PA.

ESTABLISHED 1836.

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A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,
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Best Cutlery in the World.
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Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,
CHRISTMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



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FRANK MILLER'S

CARRIAGE TOP
DRESSING

Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.



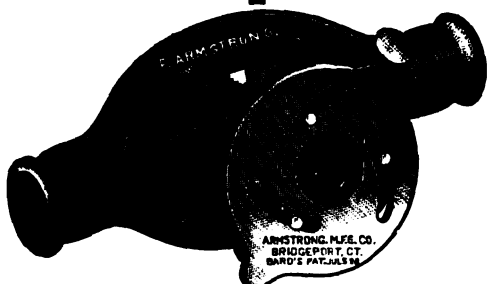
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AXLE
OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

AN ADJUSTABLE BUSHING

Saves all the trouble of separate bushings for each size of pipe. Centres the pipe instantly by a twist of the cam plate. Made to fit the Genuine Armstrong Die Stocks. Sold separately from the Stock. A very useful device.

Write for catalogue and prices.

THE ARMSTRONG MFG. CO.

290 KNOWLTON ST., BRIDGEPORT, CONN.



SECURE
PROTECTION AND LONG
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ASPHALT ROOFING
SAVES REPAIRS---
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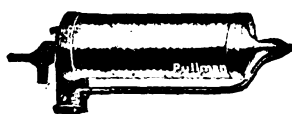
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are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 586.

THE Prentiss Clock Improvement Co.
Dept. 58. 49 Day Street. N. Y. City.

**FOURTH SEASON
OF****"PULLMAN" SCREEN DOOR CHECK**

No other Check so perfect in principle and material, or so satisfactory as to working and wearing qualities.

Polished brass cylinder: all the remainder cold steel.

Send for New Catalog of Hardware Specialties.
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ROCHESTER, N. Y., U. S. A.

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Don't Forget!

The "ORIGINAL
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AUGERS and
AUGER BITS
For Sale by all
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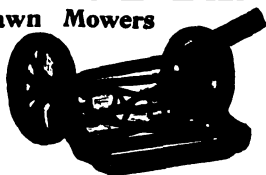
Genuine have
**"RUSSELL
JENNINGS"**
stamped in full
on the Round
of each Bit.

The Russell Jennings Mfg. Co., Deep River, Conn.

"Globe" Lawn Mowers

Our catalog tells
all about them.
Best mowers at
any price.

**GLOBE LAWN
MOWER CO.**
Reading, Pa.

**COATES CLIPPERS**

MANUFACTURED BY

Coates Clipper Mfg. Co.

A complete line of

**Barbers', Toilet,
Hand and
Power Clippers**

Also

**Electric Grooming
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Prices quoted on request.

SELLING AGENTS

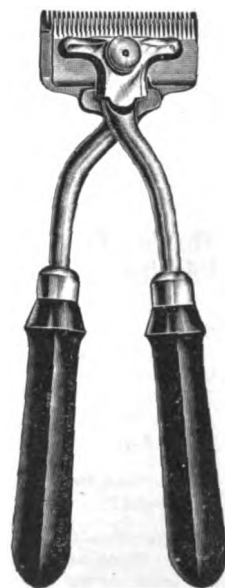
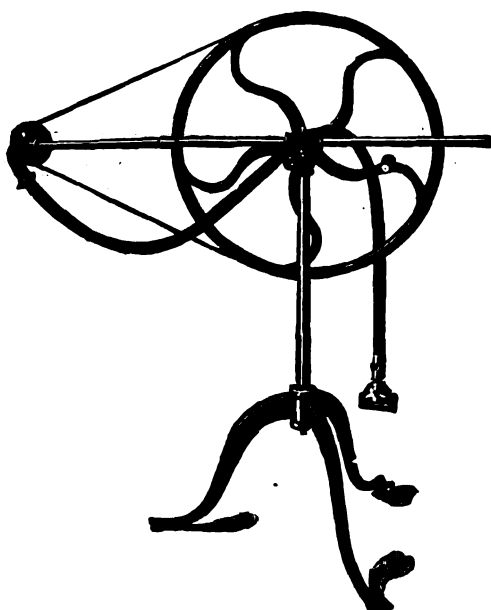
JOHN H. GRAHAM & CO.,

113 CHAMBERS STREET,
NEW YORK.

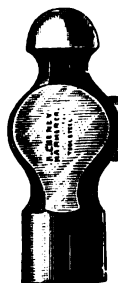
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123 California St., San Francisco, Cal.

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Cheney Machinists' Ball Pein Hammers



Recommend themselves to the trade because there's nothing cheap about them—not even the price. We make one kind only—THE BEST.

1-3 DOZ. IN EACH BOX.

Made of "Crucible Cast Steel." Fully finished and warranted. If you want the best value for your money, send for circular and discounts.

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THE HENRY CHENEY HAMMER CO., Little Falls, N. Y., U. S. A.

S. & S. KNIVES WARRANTED



THEY HOLD AN EDGE — — — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

NOISELESSNESS

Is but one of the selling points of the "Caster That Never Refuses to Turn."

The Faultless

(with leather wheel) for all kinds of furniture and all kinds of hard-wood floors and parquetry.

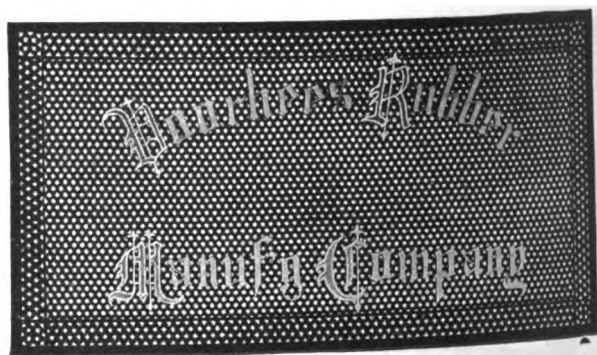
The Best Point about the "Faultless" is NOT HERE

This Faultless turning point brought us the Highest Award at the World's Fair 1904.

Need More Be Said?

Get the "Faultless" Booklet. It tells about our complete line.

THE FAULTLESS
CASTER CO.
Nebraska City, Neb.



VOORHEES

RUBBER MATS AND MATTING

Just a trial order is all we ask of you.

It will prove our ability to make excellent goods. More than that.

You will become our steady customer.

A postal will fetch our catalogue, samples and prices.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.

ASBESTOS SAD IRONS

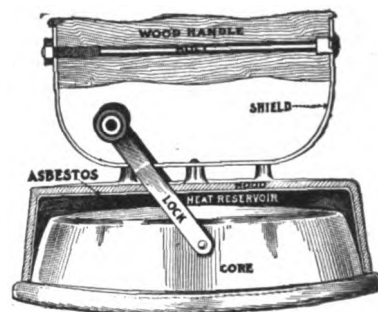
AN IRON FOR EVERY PURPOSE

HOT WEATHER BULLETIN

¶ Ironing is pretty tough on the women in the hot days of summer. ¶ And it is an instance of the Irony of Fate that, when ironing is most fatiguing, there's just so much more of it. ¶ White dresses, shirts and shirtwaists, underclothes, and a host of other summer garments---how often they must be ironed! ¶ Do you know that the features of Asbestos Sad Irons appeal more to women in the summer than at any other time? ¶ If only your salespeople would show up these features earnestly and intelligently to the perspiring women who iron, we know that the result would be what you want most of all---sales!

¶ Let us send your clerks some pointers.

¶ We wish to mention merely a few of the hot weather features of Asbestos Sad Irons: ¶ 1st. The handle is always cool and comfortable because of the asbestos-lined hood with its dead-air space. Heat cannot get to the handle either by conduction or radiation. ¶ 2nd. The "Asbestos" retains heat longer than ordinary irons. When it has once been thoroughly heated, the fire can be "checked," thereby reducing the temperature of the room. ¶ 3rd. Frequent trips to the stove are unnecessary, so that the stove can be in one room and the ironing done in another. ¶ Just consider the advisability of making Asbestos Sad Irons a hot weather special. ¶ Ask your jobber about our Free Display Stand proposition.



Sectional View of an Asbestos Laundry Iron, Showing how they are built.



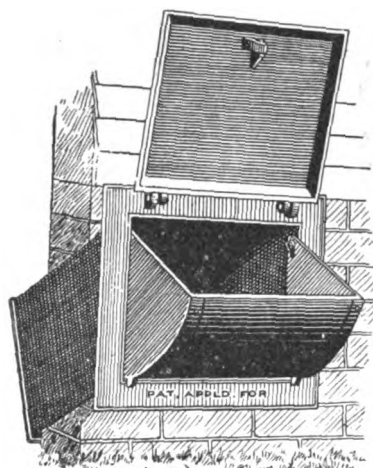
FLOUNCE IRON.

A hummer in the summer.

THE DOVER MFG. COMPANY,

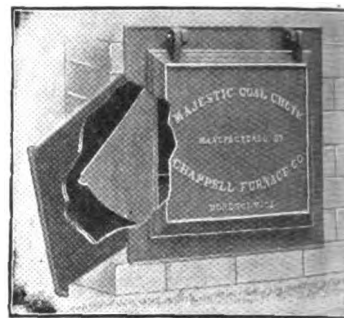
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CANAL DOVER, OHIO



The MAJESTIC Coal, Wood or Vegetable CHUTE

Fills a long felt want. Is burglar proof. Saves many broken windows. Is a splendid seller. Write for prices and secure agency at once.



Showing Door closed flush with the wall, and automatically locked on the inside.

THE CHAPPELL FURNACE CO., MORENCI, MICH.

A ROUND MILLION

of our patented

Frying Pan Lids
are on the market. Fits any ordinary frying pan. Saves blacking stoves. 10 CENTS BUYS IT. Write us.

Kitchen Specialty Mfg. Co.
Reading, Pa.



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ASPHALT ROOFING
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STOWELL MFG. CO.
JERSEY CITY, N. J.

Custom Made FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3 1/4 Acres Floors.

HAROLD McALLA IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands,
Angles, Channels, Tees, Etc.
Shipments from stock or mill.

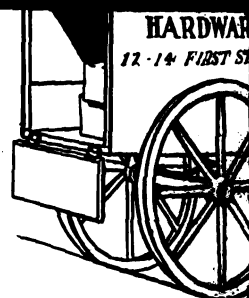
619 North Front St., PHILADELPHIA

GEM PAPER CLIP

WILL HOLD

Your letters, documents or memoranda until you wish to release them. It can be used over and over. A single movement fastens. Sample Package Free.

Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
40-2 West 23rd Street, N. Y.



GET BUSY

That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL
with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL
with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE RIGHT SPACE SPICE CABINET
is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

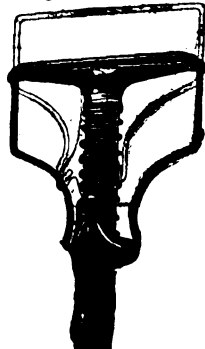
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



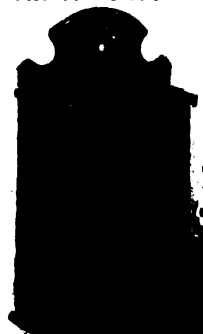
The Crystal Coffee Mill



The Gem Mop Head.



The Jewel Coffee Mill



Right Space Spice Cabinet



ATKINS HIGH GRADE SILVER STEEL SAWS

Sells readily at a good profit.



Satisfy your customer and bring him back to you.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis.



BRANCHES: { NEW YORK CITY, CHICAGO, MINNEAPOLIS, ATLANTA,
MEMPHIS, New Orleans, Portland, Seattle, San Francisco, Toronto



NOW IS THE TIME.

Don't wait until tomorrow but write at once for the exclusive agency for the
ROYAL BLUE WASHING MACHINE

Finished in natural color of wood. Hoops and castings painted with Royal Blue Enamel.

H. F. BRAMMER MFG. CO.,

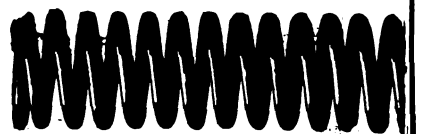
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DAVENPORT, IOWA.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS
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Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.
These Springs are all oil tempered and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



JOHN CHATILLON & SONS,
85 to 93 Cliff St. & No. 13 Jacob St.,
Established 1835, NEW YORK CITY.

If you're Looking for First Class

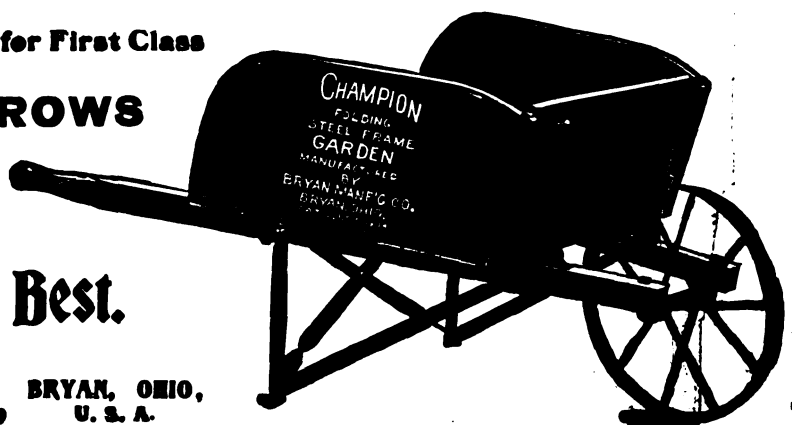
UP-TO-DATE BARROWS

ORDER THE . . .

Champions, the
World's Best.

All Kinds of Wood and
Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO,
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The Smith & Egge Mfg. Co., BRIDGEPORT, CONN.

Manufacturers of . . .

Sash Chains

"Giant," "Red Metal"
• • Cable and Jack
Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

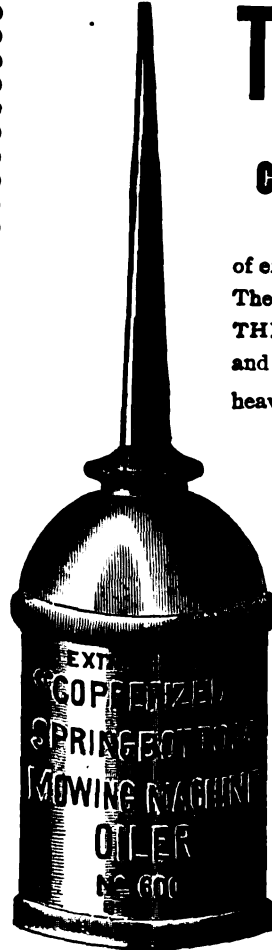
of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedob" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

**THE AMERICAN TUBE
& STAMPING CO.,**

SUCCESSORS TO
The Wilmet & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.
Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has two fine cutting edges on each blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

**THE NETTLETON
MFG. CO.**

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.

HARDWARE

Wyeth Hardware & Mfg Co., St. Joseph, Mo., have recently issued a general Hardware catalogue of the loose-leaf type. The book contains 1,500 pages, and for the convenience of the trade a list of approximate prices is included. The sections devoted to Builders' Hardware and Cutlery will be found of special interest. The issue consists of 500 copies.

The Connecticut Hardware Dealers' Association, at their meeting at the Hotel Pequot at Morris Cove, elected the following officers: George J. Bassett of New Haven, president; James DeF. Phelps of Windsor Locks, secretary; F. A. Farrar of South Manchester, treasurer. The following presidents of their respective cities were also elected: Irving C. Treat, president of Hartford; George H. Baker, president of New Haven; Mr. Mott, president of Waterbury, and A. H. Abbe, president of

Nicholson File Co., Providence, R. I., have favored us with samples of their Nicholson and K. & F. File Signs, which they have recently gotten out. It is the desire of the company to furnish these to retail Hardware dealers, sending the same by mail, or to the wholesale trade in quantities to be shipped with goods. These signs are very artistic and striking, and will aid the Hardwareman in the sale of this excellent line of goods.

Owing to the inability of the Savage Arms Company to take care of the enormous business tendered them on their well-known rifles, it has been necessary for them to award contracts increasing the size of their plant. The contract for one building, which will give them about 20,000 square feet floor space, has already been awarded, and will be completed in the shortest possible time. Other contracts for additional buildings will be awarded shortly.

"A Concise History of Lead Pencil Making" is the subject of a speech delivered by John A. Walker, vice-president and general manager of the Joseph Dixon Crucible Company, Jersey City, N. J., before the members of the "Boost Club," New York, recently. A copy published in pamphlet form has just been received and forms very interesting reading.

W. C. Toles Co., Irving Park, Chicago, Ill., manufacturers of Rapid Acting Vises for Wood-Workers, and Manual Training Benches, have issued a new catalogue, in which are contained many illustrations of the lines of goods manufactured by them, and testimonials from various training schools in which their benches are used, as well as exterior and interior views of the schools. A long list of the educational and other institutions that are using their vises and benches for manual training is given, and the catalogue will be found an interesting one in the special lines mentioned.

The National Supply Co. of Lansing, Mich., who were thrown into bankruptcy on the 22nd of May and adjudicated bankrupt June 25, are now taking inventory and appraisal, after which the stock will be offered for sale. It has not yet been definitely decided whether the stock will be sold retail or in bulk. The present condition of affairs in Lansing offers splendid opportunities for any person interested in a Hardware line.

C. A. Hoagland, of John H. Graham & Co., recently entertained at luncheon and dinner the traveling men, office force and two members of the firm, Wm. A. and Geo. A. Graham, at his home in Griggstown, N. J., there being 18 present. The good time was in celebration of the twenty-fifth anniversary of his business connection with the above mentioned house. Congratulatory remarks were made by all, and a number of gifts were presented Mr. Hoagland. The Messrs. Graham remembered him with a sterling silver tea set, and the traveling and office staff with a pair of cut-glass vases. The New Departure Mfg. Co., for whom John H. Graham & Co. are agents, presented him with a rare German tea set in pottery, inlaid with silver; these gifts being evidences of the respect and esteem in which Mr. Hoagland is held by those who were his guests on this occasion.

Imperial Bit & Snap Co., Racine, Wis. Catalogue No. 6 of Saddlery and Wagon Hardware, including Swivel, Double Loop, Round Eye and Open Eye Snaps; Martingales or Choke Strap Snaps; Combined Neckyoke and Roller Snaps; Breast Chains

and Double Snaps; Safety Breaching Hooks, Tug, Halter, Belly Band and Harness Loops; Spread Rollers, Rain Supports and Guards; Line Holders, Trace Carriers, Buckles and Shields; Hame Clips, Line Buckles, Trace Chains, Check Hooks, Harness Rings and Hangers; Breast Strap Slides, Couplings, Hame and Tug Hooks; Chin Strap Buckles, Hame Tugs, Curry Combs, Strap Hooks and Repair Buckles; Shuffle, Express, Nickel Ring, Fire Department and Mule Bits; Whip Sockets, Rain Holders, Buggy Seats, etc., etc.

THE WHITE MOP WRINGER.

The White Mop Wringer Co. of Fultonville, N. Y., is circulating a neat Booklet, envelope size, illustrating its several sizes of Mop Wringers and setting forth the many advantages of the "White."

It is also circulating a larger Booklet, entitled "Wringers and Wringers" treating on the general principles of "Press" Mop Wringers, of which it is the originator and patentee.

The mechanism of the "White" is such that for wringing powers it is to be not approached by anything. Its durability is attested, not only by the company's guarantee, but by the thousands and thousands which have been in daily use for years throughout the country, and the ever rapidly increasing demand.

AN INTERESTING EXHIBIT.

The Davies Automatic Shear Co. will exhibit their Screwless Springset Shears at the House Furnishing Goods Exhibition at Madison Square Garden, August 6th to 11th, and any of our readers who may visit that Exhibition will find this particular exhibit a most interesting one. A shear without a screw is, in itself, an interesting proposition, as from time immemorial it has been considered impracticable to put together a first-class, practical, everyday shear in any other way than by means of a screw or threaded bolt. We understand that this shear is a thoroughly practical one in every respect, and in actual use eminently satisfactory.

A CONVENTION OF SALESMEN.

In accordance with their annual custom, the Rochester Stamping Company and Robeson Cutlery Company, of Rochester, N. Y., held their annual salesmen's convention June 25-30. This annual gathering was held in keeping with the progressive business methods of this joint company. It had for its object the furnishing of practical information concerning the production of the various lines of goods and the interchange of ideas upon the still greater promotion of trade throughout the country. The social features were not overlooked. Automobile rides about the city, banquets and visits to nearby resorts formed a pleasant feature of the week's programme.

About fifty of them, traveling all parts of the United States and Canada, had gathered in Rochester, many of them being attended by their wives. The Powers House was made their headquarters. The various sessions were held in the assembly room of the company's large factory building on Anderson Avenue, which had been handsomely decorated for the occasion.

A MODEL DEPARTMENT STORE.

The Bohemian Bazaar, 534-538 Blue Island Avenue, Chicago, Ill., is about to build at the above address a five floor fire-proof structure, 72 by 100, to be used as a model department store. They desire to get in touch with manufacturers and jobbers of Hardware at once.

STEVENS ABRIDGED CATALOGUE.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are distributing their latest Abridged Catalogue, which embodies illustrations and detailed descriptions of all their staple numbers. This includes the new No. 80 Repeating Gallery Rifle, which will be ready in September, Stevens "Little Scout" No. 14 and No. 325 Double Barrel Hammerless Shotgun. The two latter new models are now on the market. These catalogues are handy booklets for ready reference, for circularizing purposes or for individual distribution at retail stores. The company will gladly forward to any Hardware or sporting goods merchant handling firearms a liberal quantity of these booklets, imprinted with firm name and address, the transportation charges to be borne by the trade. Shipments will be made either by freight or express, as specified by the dealer.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

L. E. MACINTYRE, President.
A. P. MITCHELL, Secretary and Treasurer

HENRY HOPKINS, Editor.
J. W. PENTZ, Advertising Manager.

JULY 25, 1906

Editorial Trade Review

The general business situation remains without change, there being an active demand for goods, and manufacturers and jobbers express themselves as having all the business they can well take care of. With the manufacturers especially is this condition of affairs noticeable, and so pushed are they with orders from their regular trade that they almost feel as though they could not do justice to any new customers. However, in several instances factories are beginning to catch up with their orders, and are accumulating stock for their requirements in the Fall. In a great many lines dealers are inconvenienced by the length of time taken to fill orders given by them. As is natural at this season of the year, there is not quite the same attention given to the details of business, but there is, nevertheless, great activity among both the manufacturers and jobbers, and there is a feeling of confidence on all sides.

In the Fall it is expected that a large trade will be done and if the prospects for good crops are realized business will be of great volume.

New records are being made in foreign trade, in which Hardware continues to occupy a prominent place, and there is every indication that this condition of affairs will continue to exist. Those manufacturers who are the most far-sighted are developing foreign trade in every way possible, while taking the best of care of the home trade.

FOREIGN COMMERCE OF THE UNITED STATES FOR THE FISCAL YEAR 1906.

The foreign commerce of the United States in the fiscal year just ended aggregated 2,970 million dollars, thus falling but 30 millions below the 3-billion-dollar line. If the trade with Porto Rico and Hawaii, which was included in our foreign commerce prior to their annexation, were added, the total would materially exceed 3 billion dollars. Both imports and exports exceed those of any earlier year.

The total imports of the year were 1,226 million dollars, exceeding the highest record of any earlier year (1905) by 109 millions, and the exports were 1,744 millions, exceeding those of the highest record year (1905) by 225 millions. The excess of exports over imports was 517 million dollars, exceeding that of 1905 by 116 millions, but falling below that of each year of the period 1898-1901. Comparing 1906 with the figures of five years earlier (1901) imports show an increase of 403 million dollars, and the exports an increase of 256 millions. Comparing the figures with those of ten years earlier (1896) the imports show an increase of 447 millions, and the exports an increase of 861 millions.

An analysis of the trade figures for 1906, with the purpose of determining the classes of articles in which this growth of imports and exports has occurred, can not now be made in precise terms, since the Bureau of Statistics of the Department of Commerce and Labor has not yet completed the details for the twelfth month of the fiscal year. Taking, however, its figures of the full imports and exports of the year and basing an analysis thereof upon that made by the Bureau for eleven months, it would appear that about 970 million dollars of the exports were agricultural products and about 600 millions manufactures, the remainder being products of the mines, fisheries, forests and miscellaneous. These figures, if approximately accurate (and they are based upon the Bureau's analysis for eleven months), would indicate an increase of approximately 25 million dollars in agricultural exports and an increase of 190 millions in exports of manufactures since 1901, and an increase of 400 millions in agricultural products and of 372 millions in manufactures since 1896.

On the import side a similar analysis shows that the total of 1,226 million dollars' worth of imports in the full year is composed of approximately 595 million dollars' worth of articles classed as "manufacturers' materials," 205 million dollars' worth of articles classed as "manufactures ready for consumption," 175 million dollars' worth of merchandise classed as "articles of voluntary use, luxuries, etc.," and about 255 million dollars' worth of "articles of food and animals." These figures are necessarily approximate and based upon the known details for the eleven months and the known total of imports for the twelfth month of the year. Should they prove approximately accurate they would indicate that of the increase of 403 million dollars in imports in the past five years about 245 millions occurred in "manufacturers' materials," 75 millions in "manufactures ready for consumption," a little over 50 millions in "articles of voluntary use, luxuries, etc.," and about 33 millions in "foodstuffs and animals." Comparing 1906 with 1896, the increase in all imports is 447 millions, of which about 290 millions occurred in "manufacturers' materials," 60 millions in "manufactures ready for consumption," 80 millions in "articles of voluntary use, luxuries, etc.," and 18 millions in "foodstuffs and animals."

SIR JOSEPH WARD, PRIME MINISTER OF NEW ZEALAND.

For several years New Zealand—thirteen thousand miles distant in the South Seas—has been regarded by many people as a kind of Utopia. Its new Prime Minister, Sir Joseph Ward, who has been visiting this country, so describes it. First of all, the New Zealand system of woman suffrage seems to be satisfactory. As to a landed aristocracy, to avoid abuses from which older countries have suffered, the New Zealanders have so legislated that the aggregation of large estates is prevented. The State may acquire estates by compulsion and lease them for production purposes for nine hundred and ninety-nine years; by the creation of this system people have been induced to go into the country instead of settling in cities and creating a class of idlers. As to labor, Sir Joseph protests that New Zealanders do not know the meaning of the term "unemployed," because the opportunity to labor always exists in the interior, information being furnished by a system of employment bureaus under which surplus of labor in one place is reported all over the country; persons registered at the bureaus are transported by the State to the places where there is a dearth of labor. Furthermore, any one over sixty-five years of age receives a pension. The people as organized in a Government, declares Sir Joseph, form the only power which can grapple with these and other problems, hence the Government has assumed ownership and control of railways, telegraphs, telephones, life insurance, etc. Whenever railway earnings increase over a certain percentage, the rates are proportionately lowered; it is by these low rates that the New Zealanders are able to compete with other countries, although they have twelve thousand miles of water between them and the English home market. The telephone system is run at a charge of \$25 a year for domestic service and \$35 a year for business service, and there is no limit to the number of messages. Cities and towns own their lighting and water works. Finally, the Government has acquired the coal mines, because the price of coal has been excessive; and, adds Sir Joseph, if the same thing happened with the ice supply, the Government would acquire it in the same way. The special reason for Sir Joseph's visit to this country was to obtain reciprocity. New Zealand is ready to make a ten per cent. reduction in her tariff to the United States (the same reduction now made to Great Britain) in return for a like concession, and is prepared to make such a treaty binding without action on the part of the New Zealand Parliament.

HOW TO WRITE SHOW CARDS.

Nothing adds more to the finished appearance of a stock of goods and to the pleasure and convenience of the customer than a profusion of attractive price cards. They save the answering of many questions and often decide a sale to some customer whom richness in fittings and appearance of stock or natural dislike to ask prices on something she fears may be out of her reach might otherwise turn away. Try it on yourself; which window display of fancy shirts appeals most to you, the one bearing no price cards or the one with cards denoting what each shirt in the window would cost you? The display with prices, of course. In showing the goods you are only telling part of the story. The price is the essential thing.

If the price cards add effectiveness to the window display, they will to the interior display, for the same reason. Not only do many individual merchants lose sales by not displaying prices, but the general body of merchants are losers in proportion to the number among them who fail to show prices. People who buy goods are of three classes: The ones who are out to buy and know what they want, the ones who are out to buy and won't know just what they want until they see the prices, and the ones who are not out to buy but are pretty liable to buy if something that appeals to them is placed where they can see it.

Price cards will help the first class, help and catch many of the second class, who otherwise might give up the intention of buying, and awaken many of the third class to the fact that here is something that they should have. The man who is most persistent in going after the third class is the one who will sell the most goods, and the most effective way of getting at the people in that class is by neat, tasteful display of goods, always accompanied by prices. Nowadays most merchants follow the one-price idea, and so can consistently show prices.

But the average merchant does not know much about price cards. He fears that they are expensive to buy—and false economy prevents him from even taking steps to correct this wrong impression and he doesn't know how to make the cards himself. Price cards are not difficult—and certainly not expensive—to make. A little practice, a comparatively small outlay for paraphernalia is all that is needed, and the work is extremely attractive.

The necessary utensils are: Two or three pointed sable lettering brushes, a flat stick or knife for mixing paints, two cups for water, a few assorted pens, some white stick chalk, a soft pencil, some sponge rubber for erasing, a half-dozen thumb tacks, some mucilage, a rag or two, a long ruler, the cardboard and some paint. The whole outfit need not cost more than a couple of dollars, or three at the most. The number of brushes needed depends upon the number of colors you intend using, never using a brush in more than one color. The two cups of water are used for rough cleaning, and the other for finishing the cleaning of the brushes. The pens are for straightening rough edges and corners, the chalk and pencil for rough drafting of the design on the card preliminary to painting.

Cut your brush handles to five or six inches in length. Use only your stick or knife for mixing. Always wash a brush thoroughly immediately after using, gently squeezing it dry. Dry paints, mixed with water and mucilage are the most satisfactory. To prepare, cut the paint with alcohol, mix thoroughly with mucilage to the thickness of heavy syrup. Add water in driplets occasionally, without making your mixture too thin.

In using a pen, thin your paint to one third of the thickness used for the brush.

Have your cards fairly uniform in size and shape and style of lettering, and entirely uniform in color. Black letters on white cardboard is the simplest combination, though white letters on the black background is the most effective combination and the cards are less easily soiled. The only drawback, which is soon overcome by practice, is the fact that white paint is harder to handle than black. Where black letters are used on white cardboard, gold or gray shadings may be used effectively. Gold letters on white are pretty. Other fine combinations are: Drab card, red initial letters, shaded with white, other letters white; dark green card with white or gold letters; light green card with black letters shaded with white; dark gray card, white letters shaded with gold; red card, white letters shaded with gold; red card, black letters shaded with white.

The cardboard sheet unit is 22 by 28 inches in size. This is called the "full sheet." "Half sheets" are 11 by 28; "quarter sheets" 11 by 14; "eights" 7 by 11. These are standard sizes. A small charge for cutting is added when smaller sizes are ordered. Eight and ten ply are the best weights for ordinary use. The cardboard should be colored on both sides, as often it is desired to letter both sides.

Now we will assume that the card-writer is ready to begin. First, roughly sketch, with chalk if it is a colored card, pencil

if it is a white card, your lay-out, using as few styles of lettering as possible, preserving uniformity between the different cards in style and size of letter and figures as far as possible. Then, filling the brush and gently rolling out the surplus on the palette knife or side of the palette, which may be a heavy pane of glass, or polished stone or slate, begin painting. Charge the brush frequently. Make continuous strokes, not too carefully, working with the whole arm movement, striking in the general directions of downward and toward the right of the card. The first trials may not be encouraging, but a very little experience and the accession of confidence will give certainty and evenness to your work. The beauty of the work rests mainly on the straightness of such lines as should be straight and on certainty in vertical strokes. The drafting process, if fairly accurate in these respects, will to a great extent guide the brush.

In drafting with the pencil or chalk, be careful to give the letters their proper widths. Using one inch as the basis of comparison, and calling the capital letter I an inch wide, the other capital letters should have the following widths:

2 inches—J
2¼ inches—E F G H L N P S T U V Z.
2½ inches—A B C D K O Q R X Y.
3 inches—M.
3¼ inches—W.

The corresponding lower case letters would then have the following widths:

¼ inch—i l.
⅓ inch—j r s.
½ inch—f t.
⅝ inch—a b c d e g h k n o p q u v x y z.
⅞ inch—w.
1 inch—m.

Irregularities of a bold-face letter will be less apparent and less unsightly than the same irregularities in a slight letter. When through painting and the paint is dry, erase pencil marks with the sponge rubber. Fancy show cards are easily made by cutting out small pictures or designs from anything from a magazine to a Japanese fan, sticking it on one corner of the card and painting around the edge to hide the fact that it is not actually painted right on the card, after which the letters may be worked in. Fish glue is best for such pastings. A very little practice will accomplish wonders, and soon the operator will find himself quite willing and able to tackle almost any kind of a card-writing job.

WINDOW DISPLAY TO DEMONSTRATE QUALITY.

Usually the most effective window displays are so simple that the first impulse of wonder is that they have not been in general use long ago. Such a one attracted the attention of the writer a few days ago; not a conspicuous one perhaps, but one that certainly appeals with a good deal of force to the thoughtful customer who wants to get good quality for his money.

Arranged around the window in a semi-circle is a block of each metal used in the various articles in that particular store, iron in all its grades and classes, not only the more general terms of cast and wrought iron, but the sub-divisions and special process irons in general use, black iron, white iron, Russia iron, gray iron, silicon iron; also the various grades of steel, nickel, copper, aluminum and the various alloys also have their proper places, the idea being to create as strong an impression as possible respecting the wide range of metallic resources at the command of the manufacturer.

Over the display were the words in conspicuous letters, "Each has its special place and properties. In the goods we handle all are given the places where they wear the best. Come in and let us show you."

While this display was up the newspaper was briefly educating the public each day on some of the properties of some one metal that rendered it especially adapted to certain uses and totally unsuitable for other uses. It worked almost a revolution in the Hardware trade in a community where cheap department-store goods were cutting in and where unthinking people just considered that "iron is iron and steel is steel," and so continued to invest in the low-priced goods and to wonder why things manufactured now "don't wear like they used to." It shook up their understanding when they fully realized the many forms of iron now on the market and set them to asking questions. Needless to say this means that the dealer adopting it must himself be posted on the properties of all the metals he shows; must have some idea of their relative cost; must be able to tell why one is better than another for one purpose and not so good for another; in short must be prepared to back up the inquiries he instigates with intelligent answers.

Perhaps it is also needless to suggest that this is not a good display for the man who deals exclusively in cheap, shoddy goods and gives no thought to quality. It is to his interest to remind his customers of it as little as possible.

To heighten the first effect of the display and render it more attractive there is ample scope in the back-ground; mining scenes, manufacturing plants or specimens of the finished articles in which the metal in question is given its proper use. In this, however, as in all window displays, care must be taken not to fill the back-ground up with so much detail that the effect of the real object will be buried.

BACKING THE GUARANTEE.

"I never will buy a guaranteed article again."

The words, overheard by the writer in a Hardware store recently, attracted his attention and set him to wondering why guaranteed articles were not as good as any other. Then the reason came.

"I paid an extra price for this because it was guaranteed; now you refuse to protect the guarantee, and I might better have taken a cheaper article and taken my own chances on it."

The particular case under discussion was rather uncommon, but not entirely unique, and from its very peculiarity brings up certain questions with all the more force. A customer had purchased a sythe on a guarantee near the end of the season and had little occasion to test it till the following year; then it proved unsatisfactory, but the time covered by the guarantee had expired, and the dealer, being no longer backed up by the maker's guarantee felt unable to make good the loss. As a consequence the customer, and probably the friend that was with him, left the store in a dissatisfied frame of mind that would make them easy marks for a competing house. But the greatest loss of such an incident to the Hardware trade is the shattered faith in the virtues of a guarantee.

With appliances for covering defects and imitating the outward appearance of a higher quality, the main protection a customer now has against cheap and worthless stuff is the guarantee of the maker, and the reputation of the maker or of the dealer from whom the article is purchased. Those are the two pegs upon which quality can hang her arguments with which she is to defeat shoddiness, and to weaken either of these is to endanger to that extent the entire legitimate Hardware trade and put the Hardware store in competition with the scrap pile.

The value of the dealer's reputation has been pretty thoroughly discussed, but is something that only comes to him with time and patient hard work, the same way the manufacturers does. The value of a guarantee, the other distinguishing feature from the junk dealer, is so vital to the man with a reputation still to make that the real question is, not whether the guarantee shall be protected, but just how far the dealer or maker is justified in going beyond the original terms of his guarantee to meet and satisfy a customer.

A certain insurance company comes into mind as an illustration that has long since gone the way of all things fishy, not so much from lack of resources as from obtaining a reputation for contesting claims overmuch. Some of those claims may have been dishonest ones; that couldn't be made known as widely as the fact of the contest was known and that company could better have afforded to pay some unjust claims rather than obtain the reputation of fighting all claims.

A good many guarantee claims had better be settled to the customer's satisfaction if he has anything like reasonable ground upon which to base a claim rather than shake the customer's faith in guaranteed goods, even though the claim itself falls somewhat outside of the intended ground. It will pay the maker in the end to adopt his liberal policy and back up the dealer. It will pay the dealer to make good himself if the maker fails to back him up—and then take this revenge on the maker by changing the line of goods he handles. Whether the claim is made within the limits of a certain number of days from date of purchase, or even if the line has in the meantime been found wanting by the manufacturer himself, and replaced by a more satisfactory line, whenever a guaranteed article is brought in that has been broken or that fails to work through some easily distinguished defect in make or material, and not as the result of long wear or unreasonable strain, both maker and dealer ought to consider that their personal reputation is on trial and should endeavor to vindicate that. To do so it is not necessary to establish another reputation as an "easy mark;" that is not a desirable business producer. But the man who guarantees that a certain thing will work this year ought to be equally willing to put his shoulder behind it another year, provided its failure can be proven without a doubt to lie in defect and not in abuse or neglect. In other words, it should not matter greatly whether

the year's service it is guaranteed to give be taken out of it the first season or not till ten years afterwards, so long as the fault is plainly due to the machine and not to the owner. This isn't so much of a hardship as it looks. The real test of a guarantee with any article of sufficient merit to justify one, lies in the first few times of using, when all the parts are new and the strain greatest.

Just another suggestion regarding the keeping of a guarantee. Do not, on any account, let it appear as an unwilling concession. If you feel it advisable to make good, do so promptly, cheerfully, willingly; if not, refuse at once, but do not haggle or grumble. Many a dealer has spoiled the advertising value of his own acts of courtesy or justice by going about it with a sour face. To take another illustration from one of our biggest insurance companies; a certain policy was suddenly payable under conditions that at the start made it seem open to question. Without waiting to contest the matter or to haggle, the representatives made a quiet and prompt investigation, pronounced the claim just and the policy was paid without a murmur; then the incident was used with telling force for advertising purposes. In the same way, whenever a guarantee claim comes up for settlement, meet it willingly, promptly and with open arms. Ask whatever questions are necessary to satisfy as to its reasonableness; investigate if you think best; but do it willingly and promptly; as though you wanted to do full justice and not as if you were hunting around for some knot-hole to crawl out of.

SAD IRON PSYCHOLOGY.

The Dover Manufacturing Co. believes that dealers could largely increase their sales of any commodity were they to give more attention to the education of their salespeople. Science in salesmanship is coming more and more to the front. In fact, all departments of business are being studied from a scientific standpoint. The right to use the word science in some instances may be disputed. However, there is considerable truth in some of the claims that are being set forth.

Sad Iron Psychology is a new idea applied to the sale of Asbestos Sad Irons. The definition of this term is, "The adaption of the demonstration to the circumstances of prospective customers." The Dover Manufacturing Co. believes that the application of this principle will result in increased sales of Asbestos Sad Irons. Salespeople can sell more Asbestos Sad Irons if they demonstrate the goods from the viewpoint of prospective customers. Here is the woman, for instance, who does all her house-work with her own hands. She is interested in Asbestos Sad Irons because they relieve ironing of its drudgery and make hard work easy. She is practical. Therefore she is interested in *practical laundry tools*.

In talking Asbestos Sad Irons to such a woman, the salesman should show them up from a practical standpoint. The practical woman is interested in the styles of Asbestos Sad Irons that will be best adapted to the class of ironing which she does. The chances are that she will want a Laundry Set because most of her ironing consists of plain garments. However, such a woman will also be interested in the smaller irons which are to be used in putting the finishing touches on certain kinds of garments. Since this woman does her own ironing, she is especially interested in the comfortable handle feature of Asbestos Sad Irons. She does not like the idea of grasping a handle that becomes almost red hot and scorches her fingers and wrist. Furthermore, she is interested in Asbestos Sad Irons from an economical standpoint, and the salesman should show how they save fuel by retaining heat for a long time. The finish of Asbestos Sad Irons also appeals to such a woman on account of the better quality of work and the saving of fabrics which an elegantly finished iron causes.

Then there is the woman who does very little ironing with her own hands. Most of her work is farmed out; but there are some things that she will not entrust to the carelessness of others. You know how women feel about such matters. There are the finely embroidered shirt waist and lingerie for instance. For the ironing of fine goods a special tool is required. The salesman will be applying Sad Iron Psychology when he shows up the styles of Asbestos Sad Irons that are adapted for such work—the Shirt Waist, French, and Flounce Sets for instance. Women of the latter class are also interested in the cabinets put up in nicely finished hardwood cases. The Laundry Irons in these cabinets, when placed in the hands of the hired girl, will insure a better class of work on the plain work which she does. The other styles in the cabinet will be used by the mistress in doing up the garments which she reserves to do with her own hands.

In this connection it might be well to state that the mistress finds a partial solution of the servant question in furnishing her domestics with the very best kind of tools.

"COMMERCIAL AMERICA IN 1905"

"Commercial America in 1905" is the title of a monograph just issued by the Department of Commerce and Labor through its Bureau of Statistics. It discusses the commerce of and commercial conditions in each country of America in 1905 where possible, or in the latest available year where the figures of 1905 have not been announced.

The special purpose of this monograph is to present the latest available information regarding commerce and commercial conditions in the various countries south of the United States, practically all of which are to be represented in the Pan American Congress which is to meet in Rio de Janeiro in the present month, and to supply to the delegation from the United States and to others attending the congress this information in a single volume and in convenient form for study and reference. The work has been under preparation in the Bureau of Statistics for several months, and includes statistics of the imports and exports of each American country by principal articles and the countries from which the imports are drawn and those to which exports are sent.

Great difficulty has been encountered by the Bureau of Statistics in the preparation of this document in view of the fact that more than half of the countries of Central and South America have no satisfactory statistics of their foreign commerce. Statements with reference to their trade were therefore necessarily made up by taking from the records of the principal importing and exporting nations of the world the statements of their trade with the countries in question and supplementing them with such other information as could be obtained from consular reports and other standard and generally accepted publications. By this process the Bureau of Statistics has been able to present a picture of trade conditions in every country and island of America, supplemented with a text discussion regarding production, transportation, and commerce and commercial possibilities of each, and this is followed by a detailed statement of the trade of the United States with each of the countries and islands in question, by articles, during a long term of years.

The total commerce of all America is shown to be \$5,050,027,000, of which \$2,806,119,000 is that of the United States, leaving \$2,243,908,000 as the total commerce of all American countries other than the United States, imports and exports being combined to form these grand totals. Considering imports separately, the total for all America is \$2,184,377,000, of which \$1,179,135,000 is the imports of the United States, and the remaining, \$1,005,242,000, the imports of other American countries. The exports of all America are \$2,865,650,000, of which \$1,626,984,000 is from the United States and the remainder, \$1,238,666,000, is the exports of all other American countries. Thus, of imports into all America about 54 per cent enter the United States, and of the exports from all America about 57 per cent go from the United States.

Turning to the countries south of the United States, the chief subject of interest at the present moment, the monograph shows that the imports of all American countries and islands laying south of the United States aggregated 732 million dollars in the latest available year, and the exports aggregated \$1,003,000,000. Of these imports the United States supplies 189 million dollars, or practically 26 per cent; of the exports the United States takes 350 million dollars, or practically 35 per cent.

The general fact that the United States supplies 26 per cent. of the imports of the American countries lying south of her harbors, and takes 35 per cent. of their exports, suggests a fairly satisfactory trade relation between this country and her Spanish-American neighbors. An analysis of the figures, country by country, however, shows some sharp contrasts in the shape which the various countries take of their imports from the United States and the share of their exports which they send to this country.

In those countries whose ports or consuming centers have shorter transportation routes to this country than to Europe the share of their imports drawn from the United States is larger than from any other country. In those countries from which the steamship route to the United States is not materially shorter than to European countries, the share of the imports supplied by the United States is small, even though the share which she takes of their exports are large. In the former group, in which the length of transportation routes to the United States is less than to Europe, are included Mexico, Central America, Colombia, Venezuela, the Guianas, and the West Indian Islands, and the

share of their imports drawn from the United States ranges from 25 to 75 per cent., and averages for the entire group 47 per cent. In the second group, from whose ports the steamship routes to the United States are not materially shorter than those to Europe, are included Brazil, Uruguay, Paraguay, Argentina, and the entire western coast of South America, and the share of their imports which they draw from the United States ranges from 25 per cent. downward to 3½ per cent, and averages for the entire group 12 per cent.

The aggregate imports of the first-mentioned group (in which the length of transportation routes to the United States is less than that to Europe) are 285 million dollars in the latest year for which statistics are available, and of this 134 millions or practically 47 per cent. was drawn from the United States. Of the second group (from whose ports the steamship lines to the United States are not materially shorter than those to Europe) the aggregate imports are 446 million dollars, and those drawn from the United States 55 millions, or a fraction above 12 per cent. Porto Rico, now a customs district of the United States, is not included in the above calculations. The United States supplied in the fiscal year 1905 84.5 per cent. of the \$16,536,259 worth of merchandise entering that island and took 83.5 per cent. of the \$18,709,565 worth of merchandise sent out of the island.

In the first group of countries (which have shorter transportation routes to the United States than to Europe) Mexico, with direct railroad routes to the United States, takes 58 per cent. of her imports from this country, Cuba 45 per cent., the Central American countries 43 per cent., Colombia 44 per cent., Venezuela 36 per cent., West Indian Islands except Cuba and Porto Rico 35 per cent., Santo Domingo 60 per cent., Haiti 75 per cent., and the Guianas, colonies of European countries, 24 per cent. Of the second group the countries (from whose ports the steamship routes to the United States are not materially shorter than those to Europe,) the share of the imports drawn from the United States is in the case of Ecuador 25 per cent., Peru 18 per cent., Argentina 14 per cent., Brazil 11 per cent., Chile 9 per cent., Uruguay 8½ per cent., Bolivia 6½ per cent. and Paraguay 3½ per cent.

The share of the exports of these countries which is sent to the United States is largely determined by our local demand for the products of the individual countries. Cuba, whose chief exports are sugar and tobacco, of which the United States is a large importer, sends to the United States 86 per cent. of her total exports. Haiti, whose chief export is sugar, sends 94 per cent. of her exports to the United States; Santo Domingo, which also exports chiefly sugar, sends 68 per cent. of her exports to the United States; the Central American States, exporting fruits and coffee, of which the United States is a large importer, send 42 per cent. of their exports to this country; Brazil, whose chief exports are coffee and india rubber, of which the United States is a large importer and consumer, sends 50 per cent. of her exports to this country; and Mexico, whose most important exports are sisal grass, copper, lead, hides and skins, coffee and various tropical products, of which the United States is a large importer, sends 68 per cent. of her exports to this country.

The causes of this sharp contrast in the share of the imports drawn from the United States by the two groups of countries are suggested by a study of the map and the routes followed by the steamships upon which the South and Central American countries are entirely dependent for their transportation of imports and exports. The most easterly point of the South American Continent, which all steamships must pass in their routes, to and from the ports of Eastern and Western South America, is much farther East than the principal commercial ports of the United States. The distance which a steamship must travel from that point to New York is greater than to Southwestern Europe, and but little less than to the principal commercial ports of Northwestern Europe. With the large supply of European owned steamships running regularly between South America and the ports of Europe, and the comparatively small supply running to and from the ports of the United States, the trade of the South American countries naturally trends toward European ports, and this is intensified by the fact that much of the trade, finance, and banking facilities of South America are also in the hands of or controlled by Europeans.

The fact that Brazil sends direct to the United States over 800 million pounds of coffee and 35 million pounds of india rubber annually; that Argentina sends 40 million pounds of wool

and 29 million pounds of hides; that Chile sends 60 million pounds of nitrates, and that Brazil, Argentina and the countries of the West coast of South America send in addition to this over 17 million dollars' worth of miscellaneous merchandise suggests that the vessels bringing this large quantity of merchandise should offer ample facilities for direct shipments from the United States to those countries on the return trip. This result, however, is not realized, since a large proportion of the vessels bringing this merchandise from these South American countries to the United States take cargoes from this country to Europe where, after discharging those cargoes, they reload with European merchandise for South America, thus by these triangular voyages materially reducing the opportunity for direct shipments from the United States to South America.

The following table, taken from the monograph above described, shows the imports and exports of the various countries south of the United States and the share thereof drawn from or sent to this country in the latest year for which statistics are available:

| Countries. | Imports. | | | Exports. | | |
|----------------------|---------------------|---------------------|------------------------------|---------------------|---------------------|----------------------------|
| | Total. | From United States. | Per cent from United States. | Total. | To United States. | Per cent to United States. |
| | Millions of dollars | Millions of dollars | | Millions of dollars | Millions of dollars | |
| Argentina..... | 197.9 | 27.9 | 14.1 | 311.5 | 15.2 | 4.9 |
| Bolivia..... | 8.3 | .6 | 6.7 | 8.9 | 0.0 | 0.0 |
| Brazil..... | 125.8 | 14.0 | 11.1 | 191.4 | 96.4 | 50.4 |
| Central America..... | 20.3 | 8.8 | 43.3 | 31.3 | 13.2 | 42.2 |
| Chile..... | 57.4 | 5.1 | 8.9 | 78.8 | 11.2 | 14.2 |
| Columbia..... | 11.1 | 4.9 | 44.3 | 18.5 | 6.8 | 37.0 |
| Cuba..... | 94.8 | 43.0 | 45.3 | 110.2 | 95.3 | 86.5 |
| Ecuador..... | 5.4 | 1.4 | 25.3 | 9.1 | 2.3 | 25.8 |
| Guianas..... | 12.0 | 2.9 | 24.2 | 13.8 | 3.4 | 24.6 |
| Haiti..... | 4.9 | 3.7 | 75.5 | 1.3 | 1.2 | 94.1 |
| Mexico..... | 87.6 | 50.7 | 57.9 | 120.3 | 82.2 | 68.3 |
| Paraguay..... | 3.6 | .1 | 3.5 | 3.2 | .0 | .0 |
| Peru..... | 20.9 | 3.8 | 18.0 | 19.8 | 1.8 | 9.3 |
| Santo Domingo..... | 3.0 | 1.8 | 60.3 | 5.2 | 3.6 | 68.0 |
| Uruguay..... | 26.0 | 2.2 | 8.5 | 38.6 | 1.8 | 4.6 |
| Venezuela..... | 5.4 | 1.9 | 35.9 | 7.7 | 2.7 | 35.7 |
| West Indies..... | 46.2 | 16.5 | 35.1 | 33.2 | 13.1 | 39.5 |
| Total..... | 730.6 | 189.3 | 25.8 | 1,062.8 | 350.2 | 34.9 |

a Except Cuba and Porto Rico.

NOTE.—Porto Rico, now a customs district of the United States, is not included in the above list. The total value of the merchandise entering the island in the fiscal year 1905 was \$16,436,250, of which \$13,974,070, or 84½ per cent, was from the United States. The value of the merchandise shipped out of the island in the same year was \$18,709,563, of which \$15,633,145, or 83¼ per cent, was sent to the United States.

THE LAWS OF LEVERAGE.

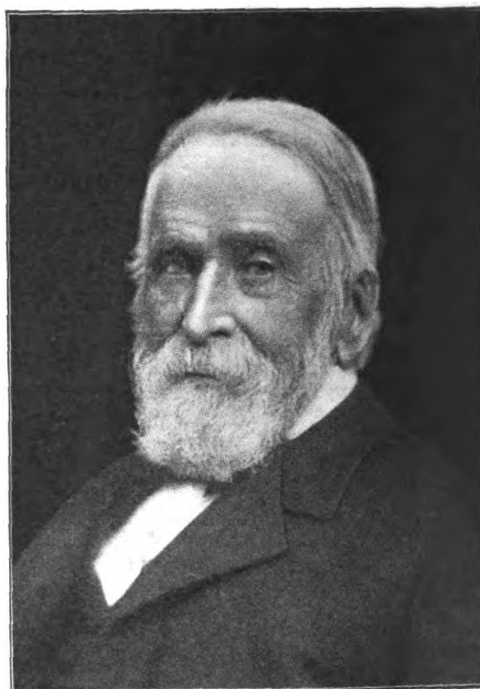
It is freely admitted that time and strength are wasted by most of us until we begin to study the principles underlying our work and applying them. A novice strains himself almost to death and accomplishes nothing, while the expert performer goes through the same stunts with careless ease and grace. Wherever we go in arts and professions it is the same; probably because we do not get into the proper focus, so to speak, and allowing natural forces to work with us, our muscles, brain and instruments. There is a trick in being just far enough away from our work or near enough to it, and at the same time leaving gravitation or other powers of nature to take a hand. So common an art as shoveling dirt may be done on precisely scientific principles. With the proper tools a laborer can do more than with others, if he knows how to use them at all. There is much even in standing in the right position, but all things being equal, mechanical principles affect conditions. A knowledge of the laws of leverage, for instance, has enabled the Avery Stamping Company, of Cleveland, Ohio, to manufacture plainback shovels and spades which laborers everywhere appreciate very highly. With these shovels they can get right down to their work, because the bend in the handle is at the blade. In other shovels of the plainback type the bend is four inches off. This extra length is added to the length of the handle of The Avery Company's shovels, making it about 40 per cent. easier for workmen to pry up a shovelful and keep it in balance. Anybody who has experimented with steelyards and has realized that a slight shifting of the pivot would make a considerable difference in the distance at which it would be necessary to set the sliding weight in order to balance the load at the other end. The same characteristics are present in shovels and spades, being most ingeniously taken advantage of in the manufacture of the product of The Avery Stamping Company. A catalogue for their goods with full description may be had on application direct by all readers of *HARDWARE*.

DEATH OF LORING COES.

Loring Coes, President and Treasurer of the Coes Wrench Co. and Loring Coes & Co., died at his residence in Worcester, Mass., Friday, July 13, at the age of ninety-four.

He had a most remarkable career as inventor of the Screw Wrench, and for sixty-five years as manufacturer of wrenches and machine knives. Born in Worcester April 22, 1812, he worked on his father's farm up to the age of fourteen, when he became an apprentice in the carpenter trade. Having learned this trade, he turned to pattern-making, and up to recent years exercised his ability in the building of experimental machines of wood, and models of tools, afterwards patented by him. From pattern-making his inventive genius turned to the problem of the one-handed screw wrench. Two styles were extant at that time: One of English invention and the other known as the Springfield or Merrick Wrench. Both these wrenches required the use of both hands in their manipulation, and Loring Coes was the first to conceive and work out the one-handed screw wrench idea. April 16, 1841, a patent was issued to Loring Coes, on this new wrench, and subsequently he and his brother, Aury G. Coes, formed a co-partnership under the name of L. & A. G. Coes for the manufacture of wrenches under the patent. At first they started with three hands. In 1848 they were employing from 12 to 15 men and were producing from 500 to 600 wrenches a month. New machinery was constantly added to turn out more wrenches which had become very popular with mechanics.

In 1901 a superior model wrench was designed and patented through the management of Loring Coes & Co., Inc., and this in turn was supplanted by twin models, with wood and iron



LORING COES.

handles. Since the consolidation of the two companies under a single ownership both branches of the business have developed very rapidly, the product being greatly increased in volume, with corresponding improvements in design.

Mr. Coes gave much thought to the development of the shop end, his work including the invention of new machinery and improvements in processes of manufacture. He had practically never been ill in his life until his last sickness. Possessed of a wonderful constitution and living the simple life, Mr. Coes was intellectually and bodily sound many years beyond the usually "three score and ten."

At last heart trouble asserted itself. Mr. Coes recovered from the first attack but his great age was against him and he finally succumbed. Mr. Coes was a man of quiet tastes. Though interested in public affairs, he was not active in politics. He served his city as a representative in the Massachusetts Legislature and as an alderman and common councilman. He was a director of the Worcester Electric Light Company and the City National Bank. Mr. Coes was a very enthusiastic and expert fisherman and in the Spring of 1905 made his forty-seventh consecutive annual visit to the trout and salmon regions of Maine.

Mr. Coes married Mrs Harriet R. Reed of Attleboro, Mass., in 1834. Mrs. Coes died in 1901. They had four children, only one of whom, Chester E. B. Coes, is living. Another son was Frank L. R. Coes, father of Frank L. Coes, vice-president and manager of the Coes Wrench Company and Loring Coes & Co., Inc. Mr. Coes left two great-grandsons, the sons of Frank L. Coes.

THE MAN BEHIND THE COUNTER IN THE HARDWARE STORE.

LETTER No. 2.

MY DEAR NEPHEW:

Your letter gave me great pleasure, and I'm very glad that you are being given an opportunity to wait on customers, but before I tell you anything else I want to tell you not to get a "swelled head." Because now you have been given a job behind the counter don't be or feel too important to do any job about the store. Be busy at something all the time.

Well do I understand how you feel about being afraid of making mistakes. Use your head—think about things—that's what you have been given brains for. And because you did make that blunder and got things so balled up, don't be discouraged, but just try to do better. Remember, my boy, that the reason there were not any great officers in the Chinese army was because when a general was defeated the Emperor had his head cut off. Success often comes through failure. You learn your weak spots and can strengthen them. Of course, you'll make mistakes—the fellow that never makes mistakes never makes anything. But be careful not to make the same mistake twice—guard against that.

I was glad to know, my boy, that you are tired when night comes. That is a good sign. But don't be tired in the morning, and don't you let any one about the Hardware store see that you feel tired at any time. Keep busy all the time at something. I've been around Hardware stores all my life, and I've yet to find the store where there wasn't something yet to be done. Years ago your Uncle Pete worked for A. T. Stewart in New York. Pete was only a boy salesman in the dress goods department. It was a very quiet day in February, nasty weather outside and nothing doing in the store. The fellows were just lounging around in little knots of two or three. Mr. Stewart came through the department. The inactivity of things evidently annoyed him. for in a moment he came back again, spoke a few words to the head of the department. Uncle Pete said he and other fellows spent the rest of the day moving all the goods from one side to the other side of the department and the next day re-arranging and piling the stock. No one can dispute the fact that A. T. Stewart was a successful and a great merchant—even when everything was spick and span and there seemed absolutely nothing to do, he wanted people busy. He wanted an air of activity about his store. It gave a good impression—it will in that Hardware store where you are; work to accomplish something, but work any way.

Now that you are beginning to have an opportunity to wait on customers, there are some things to think about. First of all, you should bear in mind that when a person comes into the store it probably is either because then or at some future time that person intends to make a purchase. A woman may come in asking the price of some article in the window—do not be content to simply give the price—strive for the opportunity of showing her the article. Prove your willingness to show her all you can about it—and if your store has other articles of similar kind call her attention to them. Be attentive to the customer. Make that your one business at that moment.

The other day your aunt was in New York and went into a Hardware store to purchase a pen knife. She told me afterward that never again would she go into that store unless she absolutely had to, the clerks were so inattentive. One clerk was showing her a knife and stepped back to talk to another clerk and had a "don't give a d—" expression on his face, and such an air about him that would lead one to believe he thought he was doing the favor in waiting on the customer. That store probably is losing business, and some of those chaps will soon be looking for a job.

I don't consider it any great thing to be able to just sell that article your customer comes in and asks for, and I guess your employer doesn't either. The fellow he is looking for is the one who not only does that—if he can't do that he can't hold his job—but as I say, the fellow your proprietor wants is the one who does more than that. When a woman comes in to look at a wash tub and you sell her one, and before she goes out the store you also call her attention to a new meat chopper or coffee pot and sell her one of these, then you may be beginning to be of some value—you will be making headway.

Use your head and work intelligently. In addition to push, you must have tact and discretion. Don't work stupidly like the fellow I heard of clerking in the drug store. The druggist was giving him some instruction and said: "You clean well and sweep well, but you are not as good a salesman as you should be. To be a good salesman you must push things a bit. Call each patron's attention to some article he needs. In this way you may often effect an extra sale." That afternoon an elderly woman came for a stamp. Now came the boy's opportunity. "Anything else, ma'am—hair dye, cosmetic, wrinkle remover,

face powder, mole destroyer, skin rejuvenator, flabby ———?" But the woman was gone before the alert boy had finished his catalogue of articles he thought she needed. So I say, my boy, work intelligently.

Another thing to cultivate is cheerfulness. I remember your father was a star salesman—and some years ago before his long sickness was considered the best cutlery salesman in the United States. And he told me once that he thought a man could sell more goods by having a cheerful face and happy smile than by using cigars and other entertainment, and he proved that he could.

That head clerk there in the store should be your best friend. Write me a little more about him, and I'll give you a pointer or two.

UNCLE ED.

THE END OF THE COAL MINERS' SUSPENSION.

The soft coal operators and mine employees of Eastern Ohio and Central Pennsylvania, in compromising their differences at joint conferences last week, brought to a close the coal-mining suspension in all the States. Thus of the more than three hundred thousand hard and soft coal mine employees of the United States who quit work on March 31, under the advice of their union leaders, only an insignificantly small number of bituminous coal miners continue in idleness. By far the larger number of the soft coal mine workers have resumed their usual employments in the mines under the provisions of district (State) agreements entered into separately in each district between union officials and representatives of the operators. In each of the districts the United Mine Workers have made some concessions as to conditions of employment, and the operators have restored the 1903 wage scale. This brings to the employees an increase of 5.8 per cent, in wages over those paid the past two years. Although the wage increase is uniform, the concessions on other points by the miners vary in the different States, and the former Inter-State Joint Conference, broken up in March, is still inoperative. Some of these interesting concessions are:

No interruption of work on account of grievances; matters of controversy to be submitted to arbitration.

Employment of non-union men not to be a matter of grievance.

The district conferences have extended through more than three months. For the greater part of this time over one hundred and fifty thousand coal mine workers have been idle in some ten States. The fact of their being scattered over such a wide area accounts largely for the lack of public interest, as reflected in the newspapers, which has been given to this most remarkable phenomenon of our industrial life. This is also due partly to the absence of disorder and lawlessness. To the best of our knowledge there have been only three instances of serious disturbance of the peace, two of these taking place in Pennsylvania and one in Ohio. Under the conditions prevailing in this industry at the beginning of 1906, it is considered possible that if there had been no suspension by the mine workers, the coal mine employees in many States would have been able to find employment for only a part of the time during the Summer months. The operators and consumers had an exceptionally large supply of coal on hand. The suspension of mining has reduced this surplus. The peaceable settlement of the suspension is to our minds another evidence of the practicability of the joint conference method of adjusting industrial controversies through the trade agreement, even after the dispute or contest has proceeded to the point of an open rupture of working relations.

FOOD INSPECTION HERE AND ABROAD.

As a result of the agitation in the United States against uncleanly and unsanitary conditions in Chicago packing-houses, traffic in American canned meats has suffered a check which is serious, even if it proves to be only temporary. European countries, England especially, are visiting upon the packers the consequences of being found out. As a result, however, of the meat inspection law which the agitation secured, American canned meats are certain to be vastly improved in quality and are likely to be the best in the world. President Roosevelt, in response to a statement made by a conference of grocers in Sheffield, England, concerning the necessity for Government certification of canned meats, sent to the American Ambassador the following message:

You are at liberty to inform the Grocers' Federation that under the new law we can and will guarantee the fitness in all respects of tinned meats bearing the Government stamp. If any trouble arises therewith, protest can at once be made, not merely to the sellers of the goods, but to the United States Government itself.

No stronger assurance could be made that the meat inspection law will be enforced. This does not mean, of course, that the American Government is going into the meat-packing business; but it does mean that impurity in the product will be regarded as *prima facie* evidence of violation of law, and that the packers and inspectors will be made, by the power of the Federal arm, to render an account for it. The British, who have been especially keen in their criticism of the American packing industry, have, meanwhile, had their complacency somewhat disturbed by the report of the Inspector of Factories and Workshops. He tells of conditions in England as bad as anything revealed in America; of jam-pots washed in foul liquid; of dirty clothes sorted in bakeries; of sausage factories which are dilapidated and unsanitary. The American method of cleaning up publicly may work incidental injury to trade and put a smirch upon the National reputation, but it is effectual. We commend the method to our European cousins.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

THE CUSTOMER MUST PAY AGAIN.

QUESTION: Our Company elected one of our stockholders secretary of our Company and the said Secretary sold one of our customers a Buggy and it was understood that said customer was to have our regular terms of sixty days to pay for the buggy and the said Secretary left our Company, with our consent, and sent in his resignation at the same time. and we notified our customer over the telephone. not to pay any money to said Secretary, as he was not with us any more and he said that he would do as we said; we find on going for the amount due us that our customer has paid our former Secretary the amount and the Secretary has given him a receipt of one of our regular blanks signed Secretary. Can we hold our customer for the amount? Said Secretary applied said amount to his own use.

REPLY: When your Secretary resigned from your Company his actual authority to act for it ceased. When you notified your customer that the Secretary had left you and directed the customer to make no more payments to him, his apparent authority also ceased. It follows that payments to your Secretary, after notice, would not be a defense to an action brought by your Company to collect the account; and that you can hold your customer liable for the same. The principal difficulty in proof may, however, arise from the matter in which notice was given. You may find it difficult to prove that your customer actually received your telephone message, if he denies it.

CONDITIONAL SALE—MUST BE FILED IN NEW YORK.

QUESTION.—We sold a customer a steel range to be paid for in installments, the title to remain in us till the last installment was paid. The bill of sale was drawn up, but never recorded. He afterwards gave a chattel mortgage on the range to a third party and has not paid either the installments due or the amount due under the chattel mortgage. Who has the better right to the range?

REPLY.—In New York the question turns on the good faith of the chattel mortgagee at the time he took the mortgage. If he had notice of your rights then, his claim is subordinated to yours. But if he took the mortgage, supposing your customer owned the range and without notice of your rights, and your bill of sale was not filed, his mortgage must be paid first. The New York Lien Law provides: "All conditions and reservations in a contract for the conditional sale of goods and chattels, accompanied by immediate delivery and continued possession of the thing contracted to be sold, to the effect that the ownership of such goods and chattels is to remain in the conditional vendor or in a person other than the conditional vendee, until they are paid for, or until the occurrence of a future event or contingency, shall be as void against subsequent purchasers, pledges or mortgages in good faith, and as to them the sale shall be deemed absolute, unless such contract of sale, containing such conditions and reservations, or a true copy thereof filed as directed in this article." Prior to 1905 this statute did not apply to sales of household goods, vehicles, farming machinery, etc., but these exceptions were all repealed in 1905 so that it is now necessary for a person

selling any article on conditional sale, to file a copy of the contract in the office of the City or Town Clerk where the purchaser resides, in order to protect his rights against third parties.

CONTRACT NOT TO SUE—WHEN VOID.

QUESTION.—A building contract provides that "in the event of the first part failing to comply with the provisions of this contract, the party of the second part expressly agrees not to bring any action or suit for the breach thereof; but all questions in dispute shall be left to _____ as arbitrator, whose judgment shall be final." Does this provision prevent us altogether from bringing a suit in case the contract is broken?

REPLY.—It does not. It is in effect an agreement that the party breaking the contract shall not be answerable in an action for its breach. Such a stipulation, entirely ousting the courts of jurisdiction, has been repeatedly held to be void, upon the ground of public policy.

"SALES OF GOODS IN BULK"—LEGISLATION.

QUESTION.—Is there anything to prevent a retail dealer who is in debt from selling his entire stock in trade to a purchaser, and will the purchaser take the goods free from the claims of the seller's creditors?

REPLY.—Until the passage of recent statutes, there was nothing to prevent a retail dealer from selling his entire stock to a single purchaser; and if the purchaser took the stock in good faith and paid fair value for it, the seller's creditors had no remedy against the purchaser. Recently many of the States, to prevent fraud, have passed statutes to cover this state of facts. The New York Statute passed in 1902, which is a fair sample of such legislation, provides that: "A sale of a portion of a stock of merchandise other than in the ordinary course of trade in the regular and usual transaction of the seller's business, or the sale of an entire stock of merchandise in bulk, shall be fraudulent and void as against the creditors of the seller." unless the seller and purchaser shall make an inventory at least five days before the sale, and the purchaser shall at least five days before the sale notify each of the seller's creditors of whom he has knowledge, or can acquire knowledge, of the sale and the proposed price to be paid. In New York this statute was held to be unconstitutional on the ground that it invaded the right of personal liberty and private property. Similar statutes have been adopted in upwards of twenty of the States. They have been held valid in Massachusetts, Connecticut, Tennessee, Washington and other jurisdictions, while in a few States, such as Ohio and New York, the Courts have refused to sustain them. The New York statute has now been amended so as to provide that such sales shall be only *presumptively* fraudulent. It is uncertain what view the courts will take of the amended statute. Most of the States uphold such legislation, which is aimed to suppress an evil that is almost universal.

GEORGIA HARDWAREMEN ORGANIZE.

The call for a meeting of the Hardware dealers of Georgia at the Hotel Lanier, Macon, on July 17th, was responded to by a large number of Hardwaremen from all sections of the State, and the meeting was from the outset a most interesting and enthusiastic one. The first work of the body was to elect officers. This was done at the morning session and resulted as follows: W. W. Robinson, Dublin, president; W. G. Raines, Statesboro, first vice-president; J. C. Hollingsworth, Dawson, second vice-president; C. M. Tillman, McRae, secretary and treasurer. Executive Committee: W. W. Robinson, Dublin; C. M. Tillman, McRae; J. J. Golden, Tifton; D. A. Smiley, Clexton; George W. Woodruff, Winder. The work of the afternoon was of vast importance to the body. At this session the committee on by-laws and rules was allowed to make a report and after the work was done the body was declared a permanent organization. It began its existence with the leading Hardwaremen of the State at its back and great good to the members is promised from the organization. All Georgia's principal cities and towns were represented in the meeting, and those who took part in the deliberations proceeded in a business-like manner to incorporate their wishes in the objects of the union of Hardware interests. The next session of the newly organized body will be held in Tifton. The by-laws and constitution were completed in the afternoon and accepted. The large number of business men interested are highly pleased with the results of the day's work. Fair freight rates and the adjustment of claims in the shipment of goods were discussed in addition to the formation of the organization.

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"Uncle James, what is 'honorable mention?'"
"Honorable mention," my boy, is the hole in the doughnut."

RECENT TRADE PUBLICATIONS.

HENRY DISSTON & SONS, INC., Philadelphia, Pa., owners of the Keystone saw, tool, steel and file works, have issued a new illustrated price list in which some of their leading products are described and illustrated. Regarding their special process for making the steel in their own works, the manufacturers say: "This process, the outgrowth of careful experimenting, was made possible by a thorough knowledge of the requirements of saws, the importance of having a steel particularly adapted to meet these requirements and the policy of always making quality the first consideration. We have manufactured crucible saw steel since 1855, and have reached a degree of perfection in this specialty that has never been attained by any other house." Included in the contents will be found illustrations of the Diss-ton Inserted Tooth Saws, Rift Saws, the Goulding Bit, Trenton Tooth, Prosser Tooth, Gullet Tooth, Solid Tooth and Circular Saws; Edger Saws, Top Saws, Shingle and Heading Saws, Concave Saws, Grooving Saws, Bilge Saws, Machine Knives, Metal Slitting Saws, Milling Saws, Patent Ground Saws, Pond Ice Saws, Cross Cut Saws, Cross Cut Handles, Cross Cut Saw Tools, Saw Mandrels, Speed Indicators, Saw Gummers, Cutter Grinders, Band Saw Swages, Hand Presses, Tools for Repairing Saw Sets, Saw Clamps, Band Saws, Hand, Panel and Rip Saws, Gauge Saws, Compass Saws, Ship Carpenters' Saws, Pruning Saws, Wood Saws, Butchers' Saws, Hack Saw Frames and Blades, Plastering Trowels, Brick Trowels, Pointing Trowels, Cane Knives, Machetes, Post Hole Diggers, Machinists' Tools, Marking Guides, Levels, Combination Squares, Mitre Squares, Bevels, Screw Drivers, Shafting Levels, Plumbs and Levels, Trammel Points, Saw Cutters, Plumb Bobs, Crout Cutters, Corn Graters, Potato Shredders, etc., etc.

FLETCHER, TERRY & Co., Forestville, Conn., manufacturers of Glass Cutters and Light Hardware, have issued their catalogue for 1906. These cutters are known to the trade as the Leader, Champion, Favorite and Handy. They also manufacture Interchangeable Circle Cutters, Improved Circle Glass Cutters and "Special" Brand Glass Cutters. Illustrations are given of the Little Mend Soldering Set, for mending anything in the metal line that leaks; also of the Vest Pocket Companion, which is a new design for a combination tool, fits in the vest pocket and comprises following tools: Glass Cutter, Glass Breaker, Cork Screw, Scale, Bottle Unsealer, Point, Square and Point Pusher; Ivy Key Wood Faucets, Sprague Can Openers, Combination Cork Screws and Can Openers, Small Pocket Wrenches, Tack Pullers, etc. This is a very useful line of goods, and the catalogue will be found of interest to the trade.

FEDERAL MFG. CO., 162 and 172 West Long Street, Columbus, Ohio, have favored us with their catalogue of Gas, Electric and Combination Fixtures and Columbus Gas Arc Lamps and Lighting Supplies. This is a very artistic line of goods, and includes Ell Pendants, Combination Pendants, Wall Brackets, Ell Stiff Brackets, Hall Harps, Stamped Bracket Backs, Brass Pillars, Gas Shade Holders, Stamped Burner Cups, Lava Gas Tips, Indoor Lamps, Outdoor Lamps, Porch Lamps, Portico Bracket Lamps, etc. The company state: Our fixtures are constructed of cold drawn polished steel tubes. The shells are from brass sheets. The gas keys are heavy and strong, making the fixture rigid, durable and graceful. Finished in oxydized copper or polished brass.

PULLMAN MFG. CO, Rochester, N. Y., 1906 catalogue of Sash Balances and other Hardware Specialties. A full line of Sash Balances is shown, such as Regular, Cabinet, Rail Car and Marine Balances, and among their Hardware Specialties will be found their Steel Ball-Bearing Floor Spring Hinge, Screw Driver Adjustment, Coil Door Spring, Spring Curtain Rod, Gate Spring, Screen Spring, Screen Door Check, Spring Door Holder, Ventilating Sash Lock, Steel Sash Pulley, Bronze Wire Sash Cord, Aluminoy Sash Ribbon, Sash Chain, Automatic Ventilator, Coat or Waist Hanger, Trouser or Skirt Hanger, etc.

STRANSKY & Co., 29 to 31 Cliff Street, New York. Catalogue No. 22 of Stransky Steel Ware, "The Ware That Wears." Some of the illustrations are in colors, showing their imported quadruple coated sapphire, turquoise, copperoid, white, olive, garnet, Alaskan, Australian, African and Siberian topaz; Brazilian,

Mexican, Roman and Peruvian onyx wares. Their "Enameled Ware Beyond Compare" is also illustrated, showing such utensils as Sauce Pans, Berlin Kettles, Stew Pots and Pans, Pot Covers, Preserving Kettles, Cooking Pots, Stock Pots, Oval Boilers, Vegetable Cookers, Ham Boilers, Dutch Ovens, Coffee Pots, Tea Pots, Tea Steepers, Tea Kettles, Milk or Cream Boilers, Pudding Dishes, Bread Raisers, Pudding Pans, Milk Pans, Wash Basins, Refrigerator Pans, Water Pitchers, Mixing Bowls, Bath Tubs, Dinner Plates, Pie Plates, Bread Pans, Roasting Pans, Fry Pans, Fish Kettles, Steam Cookers, Soup Strainers, Colanders, Soap Dishes, Tooth Brush Holders, Funnels, Trays, Sponge Holders, Dinner Pails, Canisters, Cuspidors, etc., etc. This is one of the most comprehensive catalogues that have come to our attention, and no dealer should fail to write for one, for the line of goods is a very complete one.

DOVER MFG. CO., Canal Dover, Ohio. Illustrated general catalogue of Asbestos Sad Irons. In an introductory note, the company say: "Asbestos sad irons are made in a variety of shapes, sizes and weights and packed in various combinations to provide the proper tool for every grade of ironing. Each style of asbestos sad irons is in demand for its particular purpose. We originally made only laundry irons. Subsequently we added to our line as a demand for other styles was indicated by calls from the trade and from consumers. The multiplication of styles naturally resulted from the requirements of our customers. It therefore follows that the trade should show the complete line of asbestos sad irons in order not to lose sales on any particular style. We co-operate with the trade by furnishing goods that satisfy the consumer; by placing the irons in convenient packages and crates, by advertising in publications which women read: by furnishing printed matter and electrotypes; by strictly maintaining fixed minimum prices. Inquiries will receive prompt and careful attention." Included in the contents will be found Laundry Sets, Pressing Irons, French Sets, Shirt Waist Sets, Flounce Sets, Flounce Irons, Sleeve Irons, Polishing Irons, Tourist Sets, Tourist Irons, Asbestos Family Cabinets, Laundry Cabinets, French Set Cabinets, Parts and Repairs.

J. STEVENS ARMS & TOOL CO., Chicopee Falls, Mass. Illustrated catalogue of Stevens Rifle Telescopes, including the Favorite, Little Krag, Ideal, Off-Hand Target, Little Off-Hand and Stevens Special; Telescope with Aperture and Pin Head; New Model. Reliable and New Pistol Telescopes; Stevens Multiscopes and Ideal Detachable Mountings; Winchester, Marlin, Savage, Remington and Colt Telescopes. Angles of field, eye relief, and diameter or tubes of the Telescope are also given, with price list of Telescope Mountings, and component parts of same. This catalogue should be sent for by the dealer.

RACINE BOAT CO. INC., Racine, Wis. Catalogue of Motor Boats, Auto Boats, Turbine Boats, Row Boats, Canoes, Hunting Boats, Sailing Boats, Boat Attachments and Fittings and Marine Motors. This company are designers and builders of Gasoline and Steam Launches, Sailing Yachts, Duck Boats, etc., and the catalogue will be found an interesting one.

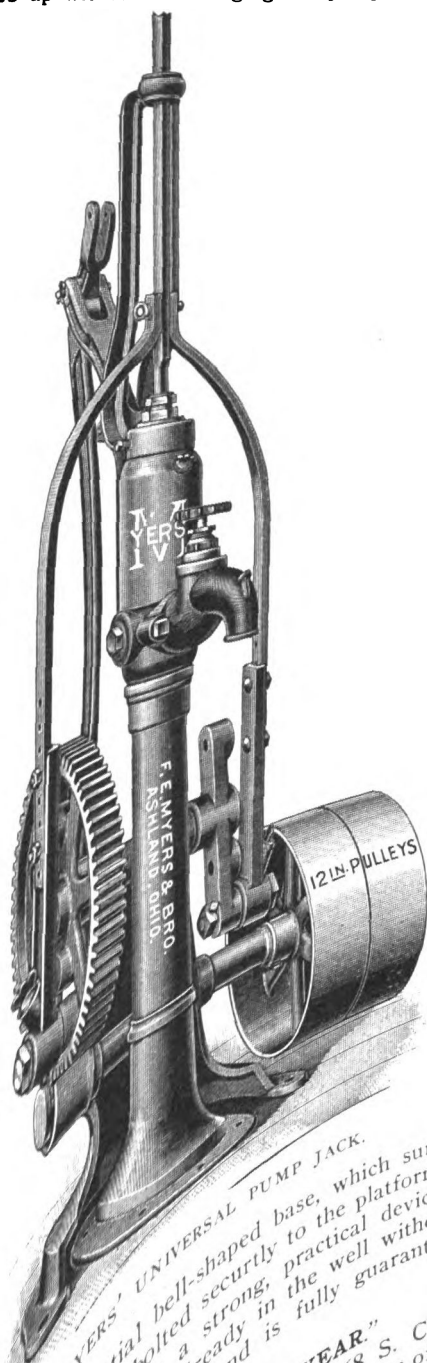
F. SMITH & SON, INC., Clinton, Iowa. Catalogue and price list of Bull Dog line of Ladders, Step Ladders, etc., under the names of Painters' Standard, Electric, Clinton, Clinton Special, O. K., Household, Favorite, Ideal and Hawkeye. They also manufacture Painters' Trestles, Long Ladders, Extension Ladders, etc.

N. N. HILL BRASS CO. AND WATROUS MFG. CO., East Hampton, Conn. 1906 catalogue M3 of Bells and Toys. These companies are a branch of the National Novelty Corporation, 826 to 828 Broadway, New York, and manufacture Nickel Plated Chime Bell, Dumb Bell, Teething Ring and Cold Roller Steel Sleigh Bell Rattles, Boys' Driving Reins, Tea Bells, Telephone Chimes, Giraffe and Swiss Chimes, Push Toys, Dancing Clowns, Buzz Chimes, Push Jockey Chimes, Bell Toys, Hoop Chimes, Call Bells, Bicycle, Sleigh, Door and Cow Bells, Electrical Gongs and Bells. This is a very complete line of novelties, and the catalogue may be had upon application.

NEW GOODS AND SPECIALTIES

MYERS' UNIVERSAL PUMP JACK.

F. E. Myers & Bro., Ashland, Ohio, have added to their line of pumps the Universal Pump Jack, which is shown in the accompanying illustration. The Meyers Universal Pump Jack is back geared 6 to 1, has 5 inch, 7½ inch and 10 inch stroke, and can be attached to any windmill pump, making an equipment adapted for use with belt power, windmill, or hand, designed to be connected up without disarranging the pump or pipes. It is



on a substantial bell-shaped base, which surrounds the pump, and can be bolted securely to the platform making a permanent job. It is a strong, practical device, and can be attached to any pump already in the well without disturbing the pump in any manner, and is fully guaranteed by the makers.

"THE SHEAR OF THE YEAR."
cutters and grinders, 168 S. Clark Street, Chicago, Ill. The manufacturers of "The Shear of the Year."

"THE YEAR."
to the construction of their
drawn together without

the use of a screwdriver. A turn of the milled nut tightens or loosens the blades by forcing the forked head under the head of the pin which passes through both blades. By a few turns of the milled nut the blades can be taken apart, which eliminates all use of the screwdriver for taking apart, or taking up lost motion.

THE MAJESTIC CHUTE.

The Chappell Furnace Co., Morenci, Mich., are the manufacturers of a valuable improvement in the way of a coal, wood or vegetable chute, which the trade ought to take hold of with avidity. It has so many desirable advantages over anything else of the kind that it should meet with a large sale on its merits. We give an illustration of it herewith. It is made of heavy steel

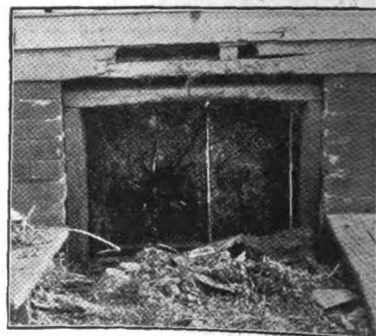


FIG. 1.—THE OLD WAY.

and cast iron, to fortify it against the rough handling which careless coal deliverers are apt to show when filling a cellar with coal. The door has a self-locking device to enable the coal man to close and lock it before leaving the premises. It can be unlocked easily from the inside, but from the outside it would be an impossibility. The adjustable hopper is so arranged that it will receive all the fuel either from basket or shovel, and will

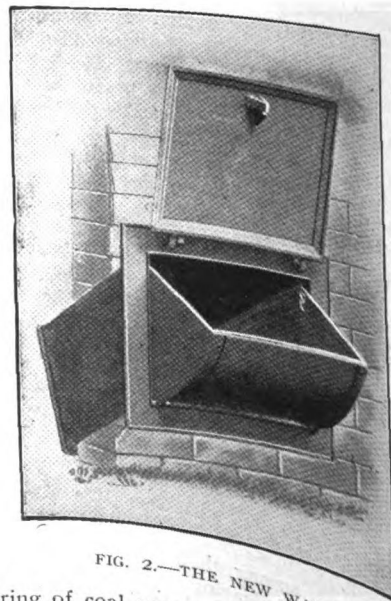


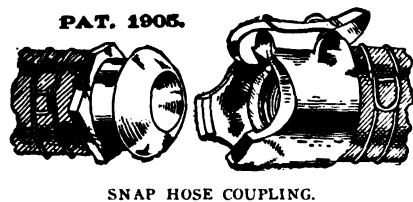
FIG. 2.—THE NEW WAY.

avoid scattering of coal upon the ground. The hopper can also be swung into the chute to allow the door to close flush with the wall, presenting a compact and neat appearance. When the chute is open, ready to receive the fuel, the door swings upward and is automatically locked, thereby protecting the siding above the opening.

SNAP HOSE COUPLING.

Nelson & Morrison Co., Box 57, Boulder, Colo., are introducing the Snap Hose Coupling illustrated herewith. It is made of brass in two parts: No 1, on which are the locking dogs and

snap, and No. 2, having a cone shaped head. No. 1 is interiorly threaded with the ordinary hose thread, while No. 2 is made either threaded to screw into the old style coupling, or corrugated to fasten into the end of the hose. In No. 1 is a rubber washer to make a tight joint when the water flows through without pressure, while the harder the pressure is the tighter the joint becomes. When placed between two pieces of hose already fitted with the old style coupling the No. 1 is screwed on the old style male, and No. 2 is screwed into the old style female, where they are permanently left. For use

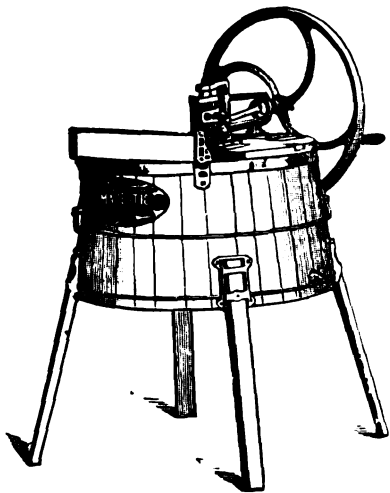


SNAP HOSE COUPLING.

on a hydrant cock No. 1 is secured on and left there, placing No. 2 on the hydrant end of the hose. When locking the coupling the cone head of No. 2 is dropped into the stationary locking dogs of No. 1 and pulled over until it is caught by the spring dog or snap. Pressing on the back end of the snap releases the parts. The cone head of No. 2 swivels in the locking dogs, which prevents twisting and kinking the hose. The couplers are packed a dozen in a compartment box with display cover.

MAJESTIC ROTARY WASHER

Richmond Cedar Works, Richmond, Va., are the manufacturers of the Majestic Rotary Washer shown in the accompanying illustration. The tub is made of seasoned Virginia white cedar, and has either flat hoops or electric-welded wire hoops, the latter sunk in grooves, which makes it impossible for them to fall off. This washer is fully corrugated on the inside only and the steam cannot escape through the top of the machine.



MAJESTIC ROTARY WASHER.

There is nothing on the inside to catch the clothes, and the most delicate fabric can be washed in the "Majestic" without injury. All castings are aluminum-coated, which gives the machine a very handsome appearance. The ball-bearings and the well balanced fly wheel will almost make it run itself. Every Majestic Washer is fully guaranteed. This machine operates in either direction. This company are also manufacturers of the Electric, Lightning, Rapid and Columbia Washers.

FULL MOUNTED HERCULES SCREW PLATES.

The E. F. Reece Co., Greenfield, Mass., are introducing Full Mounted Screw Plates, as shown in the accompanying illustrations, the distinctive feature of which is that no changing of



FIG. 1. FULL MOUNTED HERCULES SCREW PLATE.

dies is required, as a stock is provided for each die, so that dies are always ready for instant use. The goods are put up in sets or complete assortments, including stocks, dies and taps, as illustrated in Fig. 2. The plates are alluded to as being strongly and substantially constructed, but at the same time

correctly proportioned and not too heavy. In this connection it is pointed out that the stocks are rightly proportioned for all the different sizes which a set is intended to cut. The stocks have knurled handles, to insure a firm hold even when the handles are oily. The stocks contain the Reece adjustable dies, the same as are furnished in the Reece adjustable guide screw

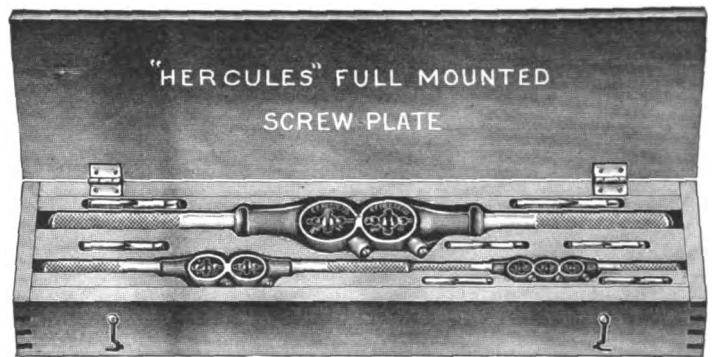
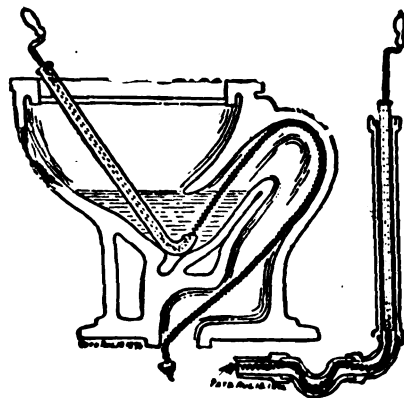


FIG. 2. ASSORTMENT OF HERCULES FULL MOUNTED SCREW PLATES.

plates. The manufacturers explain that one advantage in having more than one die in a stock is that the screw plates can in this way be furnished at a low price, because less labor and material are required in making them, while not reducing the efficiency of the plates. The goods are furnished in four standard assortments and may be obtained with or without the wooden cases.

WRIGLEY'S PATENT FLEXIBLE AUGERS.

Samuel Lewis, 126 Pearl Street, New York, is the sole agent for Wrigley's Patent Flexible Augers, an illustration of which we give herewith. These Augers are sanitary devices for quickly and thoroughly cleaning and removing obstructions from all kinds of sewer pipes, drain pipes, boiler flues, etc., effecting a large saving over present methods, and accomplishing the desired results much more expeditiously, and without the necessity of taking up floors, tearing down walls, digging up lawns, tearing up pavements, etc. Wrigley's Flexible Augers will remove



WRIGLEY'S PATENT FLEXIBLE AUGERS.

obstructions, not only in a sewer, but in other pipes. The makers state that the Auger will go completely through any kind of closet. It will also clean and remove obstructions from all kinds of pipes leading from sinks, wash bowls, bath tubs, etc. For sewer pipes, boiler flues, etc., they supply the Wrigley Flexible Auger working on reels and carrying any length and size of coil wire desired, with necessary parts for use in different pipes.

THE CLAUSS AUTOMATIC STROPPER.

The Clauss Shear Co., Fremont, Ohio, are introducing to

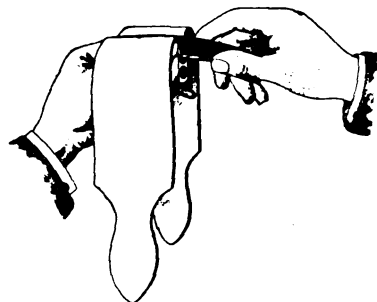


FIG. 1.—CLAUSS AUTOMATIC STROPPER.

the trade the Clauss Automatic Strop, an illustration of which we give herewith. This Stropping machine will put an

edge on any razor that will make the operation of shaving enjoyable, because the razor will have a smooth, keen edge which will remove the beard without roughing the skin. Anyone, no matter whether he knows how to strop a razor or not, can do so on this Automatic machine. This Stropper is guaranteed by the company to strop any razor, no matter how dull, provided it was originally properly honed. It will last a lifetime with

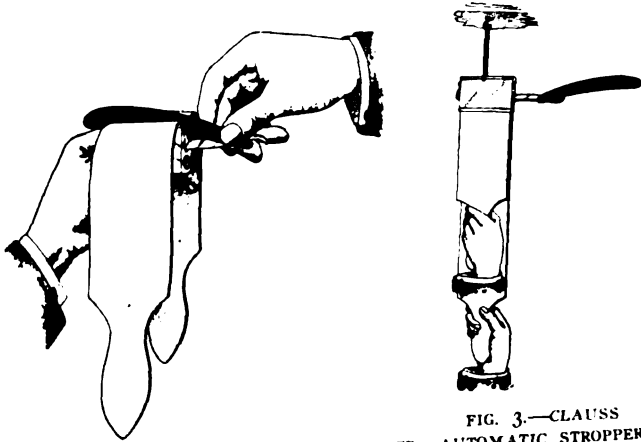
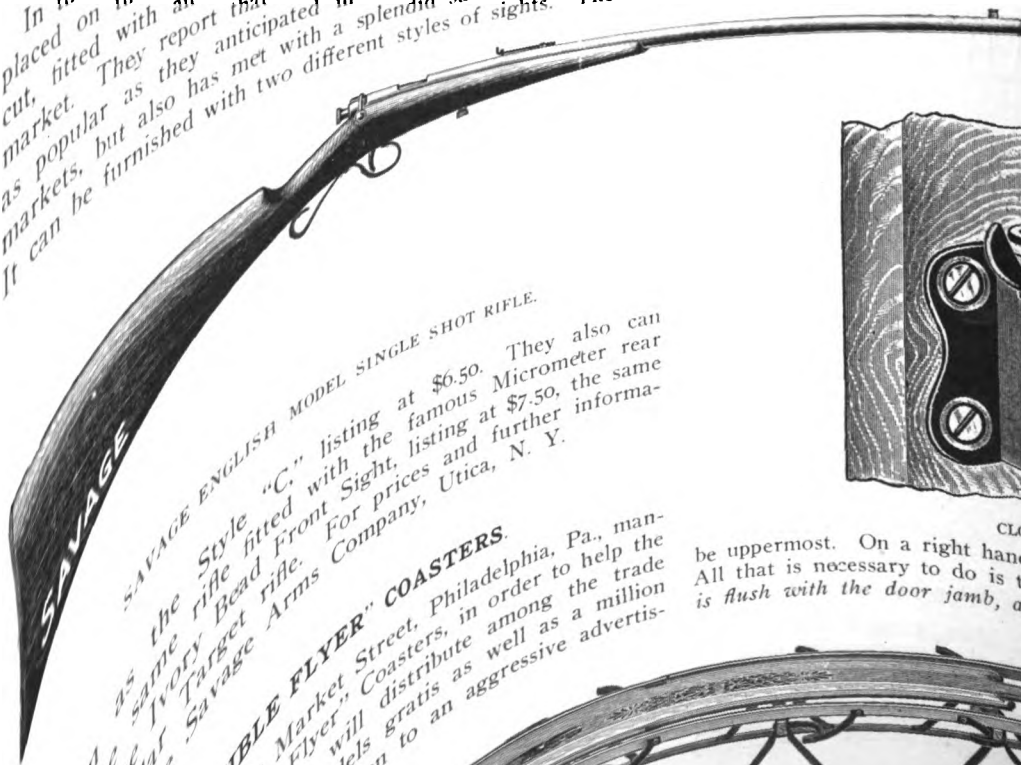


FIG. 2.—CLAUSS AUTOMATIC STROPPER. AUTOMATIC STROPPER.

ordinary care. As this stropping machine will strop a razor very quickly, caution should be used so as not to over-strop the razor. It is better to strop moderately, and if it is not stropped sufficiently to strop again, than to over-strop it, because over-stropping will produce a wire edge, and it will then be necessary to run the edge of the razor gently over a piece of wood to remove the wire edge and then put the razor in the machine to be stropped again.

SAVAGE ENGLISH MODEL SINGLE SHOT RIFLE.

In the early part of the season, the Savage Arms Company placed on the market the Target Model shown in the above cut, fitted with an English pattern stock, to suit the English market. They report that this rifle has not only proved to be as popular as they anticipated in England and other foreign markets, but also has met with a splendid sale in this country. It can be furnished with two different styles of sights. The one



SAVAGE ENGLISH MODEL SINGLE SHOT RIFLE.

as the Style "C." listing at \$6.50. They also can be fitted with the Ivory Head Front Sight, listing at \$7.50, the same as the regular Target rifle. For prices and further information apply to the Savage Arms Company, Utica, N. Y.

"FLEXIBLE FLYER" COASTERS.

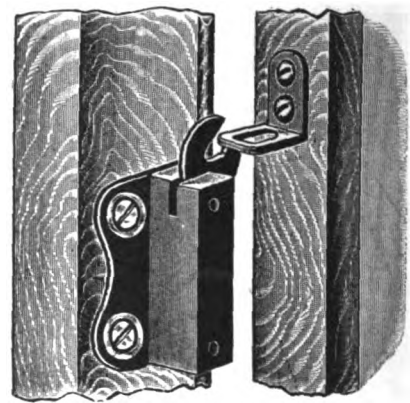
1107 Market Street, Philadelphia, Pa., manufacturers of the "Flexible Flyer" Coasters, in order to help the circulation of 25,000,000 copies. The "Flexible Flyer" is made of the finest steel and is equipped with steel supports, straight

grained hardwood frame and seat. It is light, yet practically indestructible, and handsomely finished. It is claimed to be lighter and at the same time much stronger than ordinary sleds, and the strictly parallel runners make it easier to pull and faster in coasting.

The runners of the "Flexible Flyer" are of T shaped spring steel, very strong and rigid vertically, but free to bend sidewise. They are absolutely true and stay so, making it slide very easily while walking up hill or pulling on level ground. But when it is desired to steer on the hill, a touch on the crossbar curves both runners, the whole runner going in its own track, without plowing the snow, without dragging the foot. The sled—unhampered—shoots on at full speed, a sure winner. It is fast—it is not only a sure winner for speed, but also for distance. We give an illustration of the "Flexible Flyer" No. 6, which carries six grown persons, and is one of their most popular sleds.

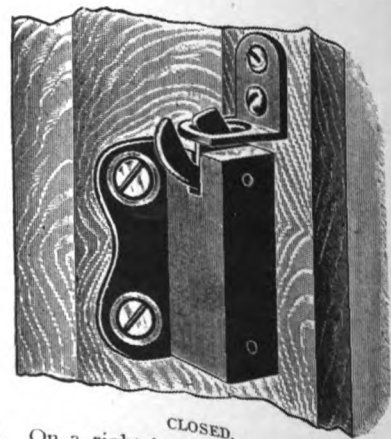
"WATROUS" AUTOMATIC DOOR CATCH.

Is made by the E. L. Watrous Mfg. Co., Des Moines, Iowa. It is used on screen doors, storm doors, office gates, etc. Any one can put it on in two minutes. It is claimed to be the neatest,



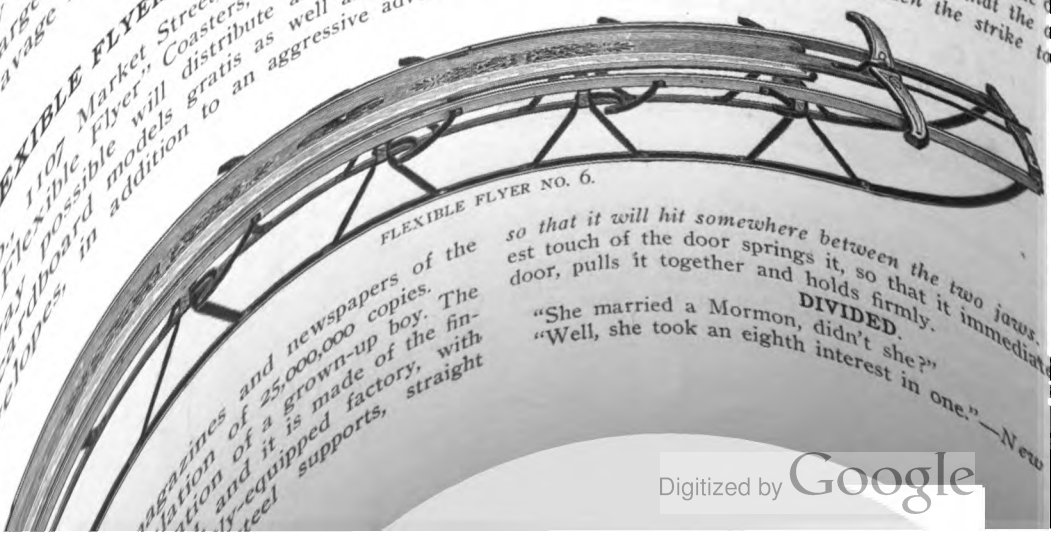
OPEN.

cheapest, and quickest acting door catch on the market. It needs no templet. It has the lightest trip and strongest hold. The "Watrous" holds the door tightly shut and prevents it from sagging open at the top or when standing ajar. It will work on the top or side of a door. On left hand door the cam should



CLOSED.

be uppermost. On a right hand door it should point downward. All that is necessary to do is to place it so that the outer edge is flush with the door jamb, and attach the strike to the door



FLEXIBLE FLYER NO. 6.

so that it will hit somewhere between the two jaws. est touch of the door springs it, so that it immediately door, pulls it together and holds firmly.

"She married a Mormon, didn't she?"
"Well, she took an eighth interest in one."—New York

OUR BRITISH LETTER.

London, July 10, 1906.

THE VISIT OF AMERICAN ENGINEERS.

The Iron and Steel Institute, whose membership includes representatives of all the iron and steel making industries in the world, will hold a joint meeting with the American Institute of Mining Engineers, in London, on July 24, 25, 26. The Lord Mayor of London has consented to act as chairman of the London Reception Committee, and an interesting round of visits and engagements has been planned. The general meeting of the Institute will be held at the Institution of Civil Engineers, Westminster, when the American Engineers will be welcomed by the President, R. A. Hadfield, of Sheffield, and addresses will be delivered by Sir James Kitson, Bart., M. P. and others. In the evening of the same day, the Lord Mayor and Lady Mayoress will give a reception at the Mansion House, the official residence of London's Chief Magistrate. On Wednesday, the 25th inst., the general meeting of the American Institute will be held, under the presidency of Robert W. Hunt, of Chicago, and on the following day a joint meeting of the two Institutes will take place. The works of J. I. Thornycroft & Co., Ltd., at Chiswick, makers of motor traction vehicles, etc.; J. & E. Hall, Ltd., at Dartford, makers of refrigerating machinery for blast furnaces, and Fraser & Chalmers, Ltd., at Erith, makers of mining machinery, will be inspected. The hall of the Worshipful Company of Ironmongers, erected in 1745, on the site of a still older hall, will be thrown open to the visitors, and arrangements have been made by which a number of places of interest in the city may be inspected. His Majesty the King has granted facilities for visiting Windsor Castle, and has graciously consented to receive a deputation of the Institute's American guests during the meeting. The banquet in the Guild Hall of the city of London will form a fitting termination of the joint meetings.

The week following, a programme full of interest has been mapped out for the American visitors by the Iron and Steel Institute. A journey of 188 miles by railway express will bring the guests to the ancient city of York, where objects of antiquarian interest, including the mediaeval bars and walls, which still encircle the greater part of the city, and the ancient Norman Castle, will be inspected. Leaving York, Middlesbrough, Durham and Newcastle-on-Tyne, will form convenient stopping places; the party will also visit Fountains Abbey, one of the finest ecclesiastical ruins in England. On August 2, the party will proceed to Glasgow, where arrangements have been made by the committee of the West of Scotland Iron and Steel Institute. They will be entertained by the Lord Provost and Corporation of Glasgow in the City Chambers, and on August 4, leave by special train for Edinburgh, where an inspection of Holyrood Palace and Edinburgh Castle will bring the tour to a conclusion. As the Cardiff meeting of the Institution of Mechanical Engineers is being held in that city from July 30 to August 3, doubtless some of the American visitors will avail themselves of the invitation and welcome offered them by the chief city in South Wales, around which so much interest in connection with the tin plate works of the Principality is centred. It is well within the memory of the members of the English Institute how lavishly they were entertained in America, when Andrew Carnegie was president some few years ago, and doubtless Mr. Hadfield, the president this year, will do his utmost, backed up by an influential committee, to accord the same hearty welcome to American engineers and iron masters.

THE ROYAL SHOW.

The principal event during the past month connected with the Agricultural Implement business, in which ironmongers are interested, has been the show held at Derby, under the auspices of the Royal Agricultural Society of England. It was a very successful event, countenanced by His Majesty the King, who was present, together with a large number of influential estate owners and agriculturists. As doubtless your readers may be aware, the Royal Show this year is a return to the old order of things. For the last three years this important annual exhibition has been held in the vicinity of London, but it has proved a mistake, inasmuch as the inhabitants of this large overgrown city, do not enter into the occupations of rural districts, and have failed to patronize the show sufficiently to warrant the R. A. S. E. continuing it annually in London, as, of course, in addition to bringing under the notice of agriculturists, all the latest and best inventions and machines whereby agriculture can best be carried on, the Society is dependent to some extent upon

the public interest and a "good gate." The show at Derby has fully come up to their expectations, and has once more shown that the Agricultural Shows held from time to time in the leading districts of the Provinces are best calculated to benefit agricultural interests, and indirectly to prove of greater benefit to makers of implements and machines. The show of implements was well up to the standard, and contained a number of important stands of American harvesting machinery, all the leading makers who have branches in this country being well represented. The great popularity of American harvesting machinery, owing to the excellent quality of reapers, binders and mowers, which although light in make, are exceedingly strong, their quality undoubted, and manufactured on such a large scale the makers are enabled to accurately gauge their work, and produce machines with absolutely interchangeable parts; consequently dealers are well satisfied with the facilities offered them for repairing and replacing injured parts, such injuries and breakdowns unfortunately occurring at the most critical time.

The exhibition of gas plant, and the trials which have recently taken place of suction gas engines have been watched with interest by agriculturists, who recognize that the introduction of this type of engine, must tend to revolutionize operations, as they will provide farmers and others with independent plants, in short, small gas works, each one an independent and yet complete installation, providing mechanical power on economical lines; so that machines may be worked, and mechanical power introduced into almost every branch of agricultural work, at the lowest possible cost. Everything which tends to improve the work accomplished and to save manual labor, is a step in the right direction, as the one great thing which British agriculturists have to contend with is the cost of their produce, oftentimes quite out of proportion to the extent of the land farmed, and the amount of produce reaped, rendering it difficult to compete with foreign markets where crops are grown on a much larger scale. Shipping facilities enable foreign producers to reach British markets, oftentimes at a lower cost than British farmers only a few miles away. The extended use of motor traction and road locomotives, whereby produce may be placed quickly and cheaply in the larger towns for sale, has done much to improve the conditions of British agricultural trading during the last few years. Modern improvements shown at Derby were inspected with interest; the progress in agricultural appliances, when compared with similar exhibitions only a few years ago, render such shows attractive, and make it imperative that all interested both in the use and sale of farm requisites, should lose no opportunity of visiting these great gatherings, as they from time to time are fixed in the more important centres in Great Britain.

INTERNATIONAL AND EMPIRE TRADE.

The Sixth Congress of the Chambers of Commerce of the Empire has just been held in London, under the presidency of the Earl of Elgin, the Secretary of State for the Colonies. The gathering was a very important one, and representatives from all parts of the Empire were present. Chief centres of commerce were well represented, and buyers of all classes of goods, including Hardware and machinery, discussed matters connected with the furtherance of the commerce of the Empire, and especially of the relations between the Mother country and her colonies. Commercial matters connected with international commerce were also under discussion. The improvement of the Consular Service was a matter commented upon, it being notorious that the United States and some other countries have energetic Consuls watching the interest of their representative countries very closely, and keenly competing with home markets in different parts of the British Empire.

BUSINESS AND PLEASURE COMBINED.

In my last letter I gave you a full report of the doings of the Ironmongers' Federated Association Conference, recently held in London, and mentioned the different social functions in connection with that event. The Institute of Heating and Ventilating Engineers recently held their meetings at Bath. Several other important trade communities have also indulged in many social functions during the last few months. This tendency to mix pleasure with business has been commented upon by many of the sterner and older types of business men, who have been brought up to regard business as something entirely apart from pleasure, and to look upon the chief occupation of their lives as somewhat dull and monotonous rounds of work and duty, in-

THE WOMEN ARE CRAZY

to get those perfect-cutting **Screwless Springset Shears**. "Perfectly lovely!" "Just splendid!" they exclaim when they take the shear in hand and feel the easy, smooth, velvet-like action.

To a hard-headed hardware man, such enthusiastic expressions may appear unnecessary; but men do not realize how much discomfort women have had to put up with in cutting with the old hand-cramping, screw-connected shear. And no hardware dealer can afford to disappoint his fair customers in a matter so important to them.

Give them **SCREWLESS SPRINGSET SHEARS**, or they will get them elsewhere; for they **WILL** have them.



The cause is plain to see: Perfect spring tension; cuts entire length of blade; roller bearing.

MR. DEALER: Just a hint: Get a pair for your wife or daughter; your next move will be to order a gross for the other men's wives and daughters.

Send for price list and descriptive folder.

DAVIES AUTOMATIC SHEAR CO.,
41-43 Maiden Lane, - - NEW YORK

to which none of the lighter and brighter sides of life should enter. The tendency of the present day appears to be to change all these somewhat antiquated ideas, and to introduce as far as possible, social pleasures, excursions, and visits of inspection to various places of interest and trade gatherings which are now growing so common.

As trade unions have become a necessity to the workingman, so associations and federations appear to have become necessary to successful trading. The isolation of the past is now regarded as an impossible condition of present-day trading, and retailers as well as manufacturers, find that they can only progress in their business careers by becoming attached to some one or more of the associations and institutions which have been formed during recent years for the betterment of trade. The great stores formed on similar lines to the large stores so long associated with the American ideas of trading, are becoming firmly established in this country, and their continued march of progress is being viewed with alarm by British retailers. The large capital employed by many of these trading concerns, place them quite outside of the ordinary lines of retail trading, and enable them not only to buy in the best markets by placing exceptionally large orders, but also to employ competent hands in every department; in fact, taking ironmongery alone, it is well-known that the leading storekeepers, many of whom were originally drapers and grocers, now employ as heads of their Hardware departments, some of the most competent ironmongers this country possesses. Backed by capital and large buying powers, it is easily understood that the small retail trader, unless in combination, is utterly powerless against such opposition.

The Ironmongers' Federated Association is steadily growing, and developing its work. At the present time its energies are devoted towards the completion of the incorporation scheme, and very shortly, that will become an accomplished fact. There are many advantages to be gained by obtaining a charter of incorporation, and when that charter has been procured, the association will become a corporate body with power to act on behalf of its members—its representatives will have an acknowledged status, and its acts and doings will have greater and more far-reaching results than at present. In addition to the opposition met with by the great storekeepers, there is a tendency

in London and other large cities for large individual traders to become complete in their organizations, and by the extent of their stocks to swallow up small businesses in their vicinity, to carry their trading connections into every part of the country, and so lessen the chances of small dealers securing important orders. The remarkable success which has attended the business founded by Waring and Gillow, Ltd., in London, during the ten years it has been running, has recently culminated in the building of an immense erection, stored from top to bottom with an exceptional stock of household furniture and household ironmongery. As an example of complete house furnishers, it would indeed be difficult to find one better worthy to be taken as typical of the larger development of modern house-furnishing than this well-known firm. The opening of their new premises has just been celebrated with unusual splendor, and the public have crowded in large numbers to inspect this latest wonder in retail trading. So great is the renown they have won, that Her Majesty the Queen and the Princess of Wales were among those who inspected the premises and stocks during the opening week.

PANTS.

Pants were made for men and not for women. Women were made for man and not for pants. When a man pants for a woman and a woman pants for a man—these, my friends, are a pair of pants, but these pants do not last. To make pants last, make the coat first.

Pants are like molasses, because they are thinner in hot weather and thicker in cold weather. A fat man cannot keep up his pants in hot weather without suspenders, but a dog can. Men sometimes make mistakes in pants, and these mistakes are called breeches of promise.

There has been much discussion, my friend, as to whether pants is plural or singular. Now in my mind, when a man wears pants, they are plural, but when he does not, it is singular.

EITHER WAY.

"Marie, if James asks you to marry him to-night, tell him to speak to me."

"And, if he doesn't, mamma?"

"Then, tell him that I want to speak to him."

REVIEW OF THE MARKETS.

WIRE NAILS: Prices generally are firmer, and a heavy demand exists, owing to the excellent business conditions, as well as the closing down of some of the mills, and the diminished output of others. Stocks are not accumulating, and the production is being kept as close as possible to the demand. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|--|--------|
| Carloads to jobbers | \$1.85 |
| Carload lots to retail merchants | 1.90 |

New York.—Small lots from store are still in fair demand for immediate wants. Quotations for small lots from store are on the basis of \$2.10 per keg.

CUT NAILS: There is an increased firmness noticeable, owing to the high prices of steel and the scarcity of same, and to the shutting down of the mills for the annual inventory and repairs. Official quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—The local demand is moderate in its proportions. Quotations for small lots from store are on the basis of \$2 per keg.

BARB WIRE: Most of the demand is from the railroads and is fair in volume. From other sources the demand is light. Concessions of 5 cents per 100 pounds from regular quotations are sometimes reported. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | | |
|--|--------|--------|
| Jobbers, carload lots | \$2.00 | \$2.30 |
| Retailers, carload lots | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: Liberal contracts are being placed for Wire by the fence manufacturers, exceeding in volume the orders given at this time last year. Prices are firmer, as some of the mills are closed down, and steel is higher in price. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: There is a fair demand for the season. Prices for Hemp remain the same, as are also those for Rope. Quotations are as follows:

Cents Per Pound.

| | |
|------------------------------------|-----|
| Pure Manila, 7-16 and larger..... | 12½ |
| B Quality Manila | 11½ |
| Pure Sisal, 7-16 and larger | 9 |
| No. 2 Sisal, 7-16 and larger | 7¾ |

BALE TIES: There is a shortage of Bale Ties noticeable, and the American Steel & Wire Co. find themselves from 30 to 60 days behind on deliveries. There has been a short hay crop in many districts, so that the farmers have found it very profitable to bale their product for shipment into the districts where the shortage exists, hence the increased consumption of ties.

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

| | |
|-------------------------------------|----------------------|
| In lots of less than 5 barrels..... | 39 cents per gallon. |
| In lots of 5 barrels or more..... | 38 cents per gallon. |

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

| | |
|---|----------------------|
| Doubled Boiled Linseed Oil, 2 cents per gallon higher than raw. | |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw. | |
| Calcutta Oil..... | 68 cents per gallon. |

THE CLEVELAND TRADE.

Few changes have come in trade conditions since our last report. There is no reason for other than bright anticipations for the future. The attacks upon trusts may affect the stock trusts themselves. The railroads will be benefited by being re-market, but in the end will prove a benefit to business and the

believed from rebating, which was a serious evil to their stockholders and to legitimate business. It is a great relief to feel that such competition is no longer a menace. Legislation enforcing a fair deal by the public utilities, cultivates patriotism and encourages energy and activity in business. The business of transportation lines will be increased with an increased demand for labor. The legislative control of transportation lines will mark an epoch, and prove a blessing if the law is enforced, and the public authorities are giving evidence that it will be. Combinations of labor are more likely to interfere with prosperity than any other combination, injuring themselves most of all. There is an increase of activity and capital investment among the independent oil men. The anticipation of a fair deal greatly encourages them. In the steel, coal and ice trade the same feeling prevails.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

With the exception of a little lull over the Fourth, the demand for goods has continued with very little falling off. Seasonable goods are still moving out in fair quantities, although, of course, the time for the sale of most of these items is drawing to a close. We find that our policy of keeping complete stocks of all the seasonable lines up until the very end of the season is appreciated by the trade, as it enables our customers to make many late sales which they would miss if unable to get the goods promptly. The quantity of seasonable goods which has been sold this year is very large—a good indication of the prosperous condition of trade in this section.

July first brought notices of a number of advances in price—particularly in the line of tools. Other advances are in prospect but are likely to be moderate and such as are fully justified by the heavy demand and the increase in cost of production. Taking into account the upward tendency of the market and the fact that many manufacturers are considerably behind in deliveries, it would seem to be a wise policy for retailers to provide for their Fall wants without delay and to specify early deliveries. This is advisable both in order to avoid having to pay higher prices than present quotations and to have the goods on hand promptly at the opening of the season—an important matter during busy times like these.

Locally, the prospects are for a busy Summer and Fall season. We are advised that the trouble with the coal miners in the central part of this State has been adjusted and that work will be resumed at once. In some parts of the Ohio territory the miners are still idle and the carpenters' strike still continues, but these exceptions to the generally busy condition of all industries in this section are not of sufficient importance to greatly affect general trade. Sales for the present month to date show a very satisfactory increase over the corresponding period of last year.

The vacation season is here and the volume of business coming in gives the lessened working force plenty to do. Most of the retailers in this vicinity make August their vacation month, but we have already had a number of calls from customers who stop off in Pittsburgh on their way to or from the various summer resorts.

THE DAVENPORT TRADE.

Vacation season is on and consequently business is more or less off. The city council forbade shooting blank cartridges on the Fourth, hence we have to carry them over and the kids are allowed to carry their fingers and scarless faces for at least another year. Our city is growing. The Tri-City is growing. Merchants and manufacturers are prosperous and the people are contented and happy. One of our factories has just accepted a single order for \$700,000 worth of goods. Our Commercial Club has their new and elegant club house enclosed and will soon occupy it as their permanent home. The club has also been fortunate in securing the services of Charles A. Steele, as commissioner, who is doing a great work in bringing the buyer and seller in closer relations to each other. He is also locating and encouraging new manufacturing enterprises here, changing and improving the transportation service and advertising this locality generally. The new and elaborate hotel building is progressing nicely and when completed and opened will greatly increase our hotel accommodations, which have not been ample for some time. It is rumored that there will soon be a new savings bank established here.

SICKELS, PRESTON & NUTTING CO.

FILES

Nicholson
Arcade
American

Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle

J. B. Smith
"X-F"
Gold Medal

MANUFACTURED
— BY —

NICHOLSON FILE CO.,

Providence, R. I.

THE CHICAGO TRADE.

From personal observation we have reason to believe that the crops throughout the Northwest are to be abundant. Prices are certainly good for grain, cattle, hogs and sheep. The purchasing power of the farmer was never greater. Through the farmer comes a demand for most everything kept in stock by a retail Hardware merchant. We argue from the above that the Fall trade is sure to be very promising to the Hardware jobbers who are so fortunate as to be located in this great Mississippi Valley. Already many orders for future delivery are in our hands, and our road salesmen are taking orders for future delivery in quantities larger than usual.

The recent agitation on the question of "special brands" has left the matter unsettled. There are instances where an article of a "special jobbers' brand" has been tried and found to give as good satisfaction, at less money, than a "manufacturer's brand" of a similar kind. A salesman that is loyal to a jobbing house becomes accustomed to sounding the praises of a certain line of goods, the sale of which his house controls, and he prefers to keep on disposing of an article that is an easy seller, and that he can, to a great extent, control in his territory. Now, if the jobber prefers to keep his "private brands" and the customers are satisfied with them, and the salesmen prefer to offer them, it would seem as though the question would take care of itself.

WELLS & NELLEGAR CO.

THE SAN FRANCISCO TRADE.

It does not require a very profound commercial education to perceive that if the West gets a large crop of wheat and corn, the Northwest a large crop of wheat, the South a large yield of cotton and the Pacific slope liberal harvests of grain, fruits, hops and wool, that another year of prosperity is assured the United States. Such is the status today, and San Francisco, now in a mighty hurry to get her fallen buildings up, is highly pleased that all these crops are keeping the factory wheels of the great Atlantic cities revolving and labor fully employed producing what it wants for rehabilitation.

In a recent talk with Mr. Maxwell, head of the few large Hardware stores in Oakland, the trend of his talk carried with it memories of San Francisco's great set-back, for he dwelt on the enormous trade his house has had in mechanics' tools and brick-masons' and stonecutters' implements of trade and staple building Hardware. He had a large stock on hand at the time of San Francisco's disaster, but it was carried away by purchasers post-haste. He not only sold clean out before his wired order east could be delivered, but cleaned out liberal supplies obtained from Los Angeles, Portland, Tacoma and Seattle, and even to this day there is no let-up in the demand of carpenters and jack-of-all-trades who can use a saw, a plane or an adz, for there is work in San Francisco not only for skilled artisans, but undergraduates in the trade as well.

Andrew Carnegie of the Dunham, Carrigan & Hayden Co. and Charles Holbrook of Holbrook, Merrill & Stetson are members of a body of prominent San Franciscans representing the Merchants' Association, the Chamber of Commerce, the Merchants' Exchange, the San Francisco Board of Trade and the Manufacturers' and Producers' Association of California. They have accepted this appointment as trustees for the great combination of the commercial holders of fire insurance policy-holders that will strive to defend the rights of San Francisco businessmen whose losses by the recent fire represent more than \$100,000,000. It is well known that a large majority of insurance companies who met with losses by the fire are holding off in payments to policy-holders for a compromise of their indebtedness, principally on the plea that the earthquake broke the water mains and the fire engines could get no water to fight the fire. It is a mighty interesting matter in San Francisco, this insurance trouble; so much so, indeed, that the last week's meeting of the San Francisco Retail Hardware Dealers' Association did what hundreds of other city associations have done, unanimously, resolved that members of the associations would in the future place no insurance with companies settling recent fire losses on less than the "dollar" basis.

In addition to locations heretofore given of Hardware firms revised since the earthquake-fire, there may now be added as follows:

L. H. Kohn, formerly at Polk and Sacramento streets, has purchased a store at 350 Devisadero street and located there.

The San Francisco Hardware Company, now temporarily at 3408 Mission street, will move in a week or two to its permanent location, 16th and Mission streets.

The Mechanics' Hardware Company is the name of a newly established Hardware store at Polk and Fulton streets. Gallagher & Mattlingly are the proprietors.

The Holt Bros. Hardware Company are at Fifth and Clementia streets.

The Williams Hardware & Stove Co. is the name of a new Hardware store in Market street, near Van Ness avenue.

Baker & Hamilton have moved to Third and Berry street, where they will remain until their permanent store is erected.

Chas. M. Sage, until recently of the Basche-Sage Hardware Co. of Baker City, Oregon, has established a Hardware store at 1462 Market street. The trade title is Sage Hardware Company. A. R. Bodmer, for many years with the Baker City firm, has taken the management of this new San Francisco store. Also, the sign of the Sage Hardware Company will this week be stretched across the front of a second store to open at 2024 Fillmore street.

Russell & Erwin Mfg. Co., of New Britain, Conn., has established a permanent headquarters in the Monadnock building.

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U. S. A.

The Phoenix Tool & Valve Company has located at 6 Mission street and would consider it a favor if eastern manufacturers of Machinists' Tools and Machine shop Supplies would mail catalogues of goods manufactured.

Fred P. Winchester, representing eastern manufacturers, is now located at 486 Tenth street, Oakland.

INDUSTRIAL PRESS ASSOCIATION.

THE MINNEAPOLIS TRADE.

It all depends upon the crops, and as a whole they never looked better. This is about all there is to it.

The above applies to the future. As to the present, there is a large volume of business locally, but there has not been such sharp competition and absence of profits among the retail trade for the past four years as at present. Throat cutting going on as never before, with no immediate prospects of improvement. One hundred thousand dollars at least loss of profit to the retail dealers of Minneapolis alone this year, and it could all be settled in an hour if half a dozen people would get together and each one give and take a little. We know this can be done, because it has been done, but at present it seems impossible.

W. K. MORISON & Co.

"THE ELEVENTH HOUR."

"Procrastination is the thief of time" and a whole lot of other things. Sometimes a Hardware dealer procrastinates in doing the right thing at the right time because hot Summer days affect his alertness; some forget; some others fail to see opportunities from force of habit. How is it with you, Mr. Dealer?

Do you remember your experience of last Fall and Winter, when you were caught without preparation at the very time when your customers wanted parlor heaters, or cooking stoves, or some other kind of heating apparatus or stove accessories, and they all found you "napping?" They were ready to buy, but you were not ready to sell, because you thought there was "lots of time."

To prevent a like experience this year, order your stoves now. The manufacturers' warehouses may be filled to satisfy the demands of their trade, but you had better complete arrangements for early shipment now, rather than leave it until "the eleventh

hour" and then be delayed. Manufacturers of stoves may have the very best possible facilities for shipping, but let there be a number of dealers who delay ordering or "forget," or think there is "lots of time," and delay in filling these orders will be inevitable. Such delay causes inconvenience or annoyance, to the manufacturer, to you, to your customer and you may lose the latter. Why, then take chances with "the eleventh hour"-way-of-doing-business? You can't afford it. Order your stoves now.

YES, DO!

The Bride—Let's act so that no one will know we have just been married.

The Groom—All right. Then you carry the suit case.

SURPRISING.

Evelyn—Yes, my great-grandmother eloped with my great-grandfather.

Cholly—Just fancy! Old people like that!

+

A small boy rushed up to a doctor's office and shouted, "Say, I want the doctor to come to our house right away." "Who are you?" asked the doctor. "Gee, don't you know me? Why we deal with you regular; we had a baby from here last week."

Look

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway.
Always Mention "HARDWARE" for having "put you wise."



There's a Vast Difference

Between the qualities of 3 in One and its "substitutes." No matter how strongly you recommend it, its qualities will back you up—they won't make a liar of you.

3 in One

is not a dust collector. Does not stay on your shelves. Sells quickly and stays sold. Invariably one pleased customer begets you others.

Need more be said?

G. W. Cole Company
145 Broadway, New York.

FILTER SEASON 1906 AT HAND

Advertising and Display Matter
Large Stock
Immediate Shipments

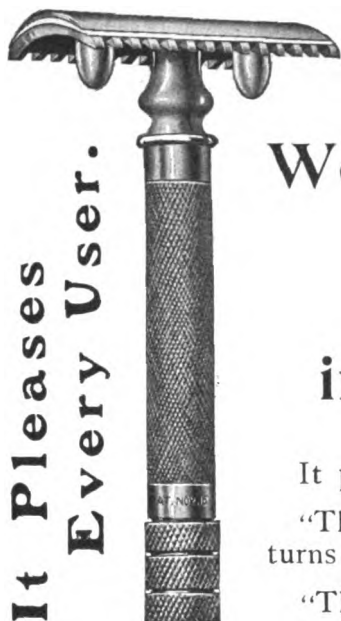


Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years
Fulper Pottery Co.
Flemington, N. J.

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
in the World

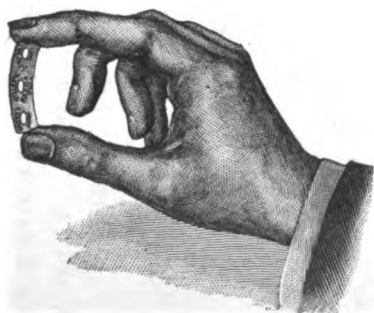


It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

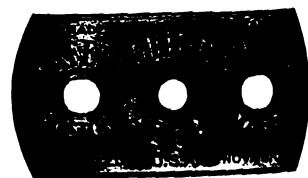
12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.
Quadruple gold-plated set with 12 blades \$10.00.
Quadruple gold-plated set with 12 blades and monogram \$12.00.
Standard combination set with shaving brush and soap in triple
silver-plated holders \$7.50.
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10
blades with 20 sharp
edges, for sale by all
dealers, at the uniform
price of 50 cents.

Sold by Leading Drug, Cut-
lery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JULY 2, 1906.

- 406,022. STOVE PIPE DAMPER. C. D. Bosworth and J. F. Foster, Buffalo, N. Y.
 406,025. DOOR SPRING. E. A. Calahan, Brooklyn, N. Y.
 406,177. PIPE WRENCH. M. W. Morehouse and N. S. Kellogg, Brooklyn, N. Y.
 406,410. MOP GRIP. J. H. Ware, Eureka, Cal.

PATENTS ISSUED JULY 3, 1906.

- 824,707. WINDOW SHADE FIXTURE. J. F. Cannon and M. N. Cannon, Erick, Okla.
 824,785. SAW GAGE. A. H. Hall, Adrian, Mich.
 824,836. PIPE WRENCH. H. S. West, Chicago, Ill.
 824,862. HOE. H. R. Hilton, Port Alleghany, Pa.
 824,954. PLANE. J. H. Shaw, New Haven, Conn.
 824,963. PAWL AND RATCHET MECHANISM. W. Trehwella, Trentham, Victoria, Australia.
 824,984. DOOR LOCK. M. A. Fillamore, Blaine, Wash.
 825,016. SAW GUIDE. I. N. Welch and J. J. Roberts, Loyal, Wis.
 825,063. TOOL HANDLE. C. C. Lawbaugh, Woodward, Iowa.

PATENTS EXPIRED JULY 9, 1906.

- 406,433. ATTACHMENT FOR LAWN MOWERS. F. A. DeLand, Memphis, Tenn.
 406,459. PERMUTATION LOCK. S. C. Munro, London, England.
 406,487. LOCK. W. H. Taylor, Stamford, Conn.
 406,509. DOOR CHECK. W. H. Fouts, Keokuk, Iowa.
 406,524. PRUNING SHEARS AND FRUIT PICKER. B. Jennings, San Jose, Cal.
 406,621. DOOR CHECK. E. I. Blount, Cambridge, Mass.
 406,648. LATCH. J. Hope, Jr., Providence, R. I.
 406,774. GAUGE FOR SAWS. H. Saunders, Perry, Mo.

PATENTS ISSUED JULY 10, 1906.

- 825,306. SHADE AND CURTAIN FIXTURE. W. Felger, West Unity, Ohio.
 825,401. WRENCH. J. Merchens, Chicago, Ill.
 825,473. LAWN MOWER. A. C. Melton, Sedalia, Mo.
 825,479. AUGER BIT. J. T. Parker, Hattiesburg, Miss.
 825,517. SCREW DRIVER. M. J. Cowgill, Victor, Colo.
 825,525. WRENCH. G. E. Dornon, Willowgrove, W. Va.
 825,560. HAMMER. J. H. Smith, Salisbury Mills, N. Y.
 825,620. MOP WRINGER. M. Timothy, Davenport, Iowa.
 825,720. WRENCH. J. C. Hackett, St. Louis, Mo.

NEXT STEP UP.

Do you seek responsibility? Do you know something of all departments? Are you ready to take the next man's place?

It was Frederick P. Olcott, the former head of the Central Trust Co., who advanced this as a rule of success to be most strongly emphasized. "The reason," says he, "that so many bright young men remain clerks all their lives is that they are content to just do their duty and let it go at that. The man who is determined to get on must be ready always to take the place of the man next above him. He must watch the work of his immediate superiors in order that when a vacancy arises he may be able to step in and do the work at once. Too many fellows close their desks as soon as 3 o'clock comes and scoot away to play billiards uptown. The honestly ambitious young man will not be in a hurry to get away, but will find out if some other fellow needs a bit of help, and will stay awhile to give it. By doing so he is not only earning the friendship of the other man, but is learning for himself. That illustrates the chief trouble with labor unions to-day; they stipulate that each man shall do a certain amount of work and will not let him do any more; the consequence is that they make the poorest labor the standard, and prevent individuals who have ability from rising."

A question asked not long ago of James J. Hill brought out an answer along the same line: "Do you believe in a man curtailing his business endeavors and giving up part of his time to relaxation and exercise?"

"Perhaps I believe in it," answered Mr. Hill, "but I do not believe the average young man can afford it, unless he has been so fortunate as to get into business for himself and be his own boss, when he can take days off without interfering with his

business success. When it does arrive, it is apt to be the case that he is too busy with his own affairs to give himself a half holiday.

"The young man who is fortunate enough to be his own boss has only reached that condition by sticking faithfully and conscientiously to his work. If he achieves success he achieves it because he knows what he is doing, because he has been prepared, because he is ready.

"He certainly can not make a business success by going at it blindly. If a man is going to fire off a gun and wants to hit anything he is sure to keep his eye on the gun barrel. He must squint along the hind sight and the front sight."

In the early days when Vreeland first worked for the Long Island Railroad Company he was considered "dead easy," because he could be gotten at any time to help any other man out with his job.

His first work was shoveling gravel on one of the night construction trains. He was even then enthusiastic at being a railroad man with all the term implied, and there was no railroad work that he saw done that he did not observe intently. Soon after he was given the opportunity of inspecting ties at a dollar a day, and while doing this he made himself familiar with the duties of a switchman. "Although the position was humble enough," he says, "I felt that I was well on the road to being president."

"One day the superintendent asked my boss if he could give him a reliable man to replace a switchman who had just made a blunder leading to a collision, and had been discharged. The reply was, 'Well, I've got a man named Vreeland here who will do exactly what you tell him to!'"

He was called in to report and asked a few sharp, short questions from the trainmaster. He wasn't given any time to post himself before going, but he had time to use to good advantage the information he had been picking up along the road. He was given the place and went down to the dreary and desolate marsh where he had to camp out at the switch. A little later the officers furnished him with the luxury of a two by four flag-house, and he settled down to work, in the meantime looking about to see how he could learn a little more railroading.

"The Brunswick station was not far away," he says, "and one of the company's division headquarters was there. I soon got into the good graces of all the officials around the station by offering to help them out with their clerical work at any and all times when I was off duty. It was a godsend to them, and exactly what I wanted, for I had determined to get into the inside of the railroad business from one end to the other. Many is the time I have worked until 12 or 1 o'clock in that little station, figuring out train receipts and expenses, engine cost and duty and freight and passenger statistics of all kinds. As a result of this work I quickly acquired a grasp of the details of railroad work in all its stages."

The next step in his career did not suit Vreeland at all, as his switch was a temporary one, and he was discharged. But what he learned in the offices came in later, and his next rise was accomplished by his old trick of having his eye on the job ahead of him.

While at this he learned something about another branch of work from a brakeman, and soon after was put on as one. From here he was jumped over the heads of older brakemen, and told to take out a train one morning when the conductor was off.

Soon after the road changed hands, and he was detailed to take out a train which was to convey the officers of the road. On the trip he was the only one who could answer questions that were asked, and when the knowledge he had picked up at the station came in he was retained with the new company in a position which was close to headquarters.—Ex.

IMPRESSION OF A CONGRESSMAN.

His life is rosy, without doubt,

His sorrows are but few.

With lots of things to talk about

And nothing mush to do.

Washington Star.

GENERALLY ADMITTED.

Whate'er may be said of a sweetheart—

"Too giddy," "too old" or "too new"—

There's one point that admits of no question—

She can't be "too good to be true."

—*Boston Transcript.*

THE LONG AND SHORT OF IT.

I long to catch some rich girl's eye

Whom I may court.

I would not long so much if I

Were not so short.

—*Brooklyn Life.*

BEFORE THE DAYS OF CLOCKS.

Curious it seems to find some of the most ancient and primitive contrivances for keeping time still in use in these modern days. In many churches as well as in monasteries and convents the graduated candles whose invention is popularly attributed, though doubtless mistakenly, to King Alfred are even now employed for reckoning the duration of prayers; and the same may be said of sand glasses, which, for the matter of that, are preferred by not a few twentieth century cooks as a convenient substitute for the clock in timing the boiling of eggs. As for the sun dial, it is probable that no timekeeping invention dates back to so early an epoch. It was well known to the people of Babylon, from which great metropolis of the East the first instrument of the kind was brought to Jerusalem about 700 B. C.

It happens that many ancient sand glasses have been collected by the Smithsonian Institution in Washington, some of them dating far back in the Middle Ages, and the scientists of that establishment, thinking it worth while to test them, have discovered that they are very inaccurate, some of them varying from correctness by as much as seven or eight minutes in the hour, one way or the other. The obvious, though rather curious, explanation of this fact seems to be that when they were made they were timed by the candle, clocks not having been as yet invented and no better standard being obtainable. Such candles, like any others, were sure to burn more slowly at the beginning than later on, hence their lack of reliability.

Candles of this sort were shielded from the wind by a screen of horn, and at this very day one may buy them, exactly like those of long ago, in England and elsewhere in Europe. Curiously enough, the savages of the South Pacific employ for the same purpose a device very similar in character, which consists of a number of the oily nuts of the candlenut tree strung close together on the midrib of a palm leaf. The string thus prepared is hung up, and, the topmost nut being ignited, it burns slowly downward. Being of nearly uniform size, the nuts burn for just about ten minutes apiece, taking fire one from another in succession, and thus six of them are consumed in just about an hour. It is probable that this primitive method of time-keeping is quite as accurate as the graduated candle or the mediæval sand-glass.

Some of the old-fashioned sandglasses were quite elaborate, being arranged in batteries of half a dozen or more, to record the passage of an hour, a half hour, a quarter hour, five minutes, and so on. Very expensive ones were manufactured in Nuremberg, and the finest instruments of the kind were owned by clerical and other dignitaries, the sand used for the purpose being of a round-grained sort, which could be counted on to flow easily and with regularity through the aperture provided. To show that faith in the usefulness of such contrivances has not even yet passed away, the writer may mention that in his own family, only the other day, a newly employed cook, being provided with a sand-glass for timing eggs, boiled the glass with the eggs, for no reason that she was able to explain except that she was, as she understood it, "obeyin' orders."

The two oldest things, perhaps, in the collection of ancient time keepers at the Smithsonian Institution are a time lamp and a water clock of a pattern almost unheard of. As might be supposed without explanation the former apparatus contains oil, the burning of which, through the medium of a wick, marks the passage of the hours. The oil, it should be said, is contained in a small glass receptacle, so graduated as to show by the height of the fluid the quantity that has been consumed, and hence the time that has gone by. As for the water clock, some mediæval Edison must have invented it, so wonderful, is the ingenuity of its construction. It consists of a hollow metal cylinder divided into compartments by partitions which radiate from the centre and suspended by two strings wound about the ends of an axis running through the middle of the cylinder.

The cylinder, which is hung by the strings from a sort of arch, is partly filled with water and is wound up to the top of the arch by revolving it upon its axis. Then, being released, it would promptly run to the bottom but for the circumstance that the water it contains, trickling through small holes from one compartment to another, detains it, gravity being opposed by the weight of the fluid, which has to be carried upward and around as the cylinder revolves. So artful is the arrangement that the cylinder goes round with an exceeding slowness, being compelled to do so by the percolation of the water from one compartment to another, and, in its descent, its axis, by coinciding with hour marks on a graduated vertical scale, indicates the lapse of time.

To be continued.

POPULAR TALKS ON LAW

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CONTRACTS.

NO. 3. WHAT MAKES A CONTRACT?

There are two elements that are always present in a contract, namely, an offer and an acceptance. If either is lacking there is no contract. Not every offer and acceptance makes a contract for a breach of which an action will lie in the courts. If, for instance, I offer to entertain you at luncheon and I fail to appear at the time, there is an offer and an acceptance but no breach of contract. Therefore, we should understand that the offer, in order to lead up to a contract, must be an offer of a contract, that is, something intended to change the legal relations of the parties; so, an offer made in jest, if so understood, cannot lead up to a contract.

As to how the offer must be made no rules can be laid down. It may be made orally or in the form of writing, by signs, by advertisement, and by any number of other ways. A mere wink of the eye or a nod of the head, as in the case of bidding at an auction, may constitute an offer to buy. Acceptance too may be made in any one of many ways, there being no formality required, unless in the case of a few classes of contracts where the statute has provided that a writing shall appear stating the terms. Of these kinds of contracts we shall speak later.

In order to make a contract, the offer must be accepted in the terms of the offer. If there is any variation between the offer and the acceptance or any conditions attending the acceptance, a contract is not made. Contracts made by correspondence are peculiarly subject to fault in this particular. If the correspondence does not show that the minds of the two parties have met upon identically the same proposition no contract can be implied.

Offers are frequently made to be accepted within a certain time or at a certain place, or in a certain number. The acceptor in order to bind the one making the offer must accept in the terms of the offer to form a binding contract.

Difficulty sometimes arises in cases where the time wherein which any offer may be accepted is not stated. It may be said generally that an offer may be accepted while it continues open; but, where there is no definite time within which acceptance must be made, how long has the offeree within which to accept? The rule of law is that an offer, once made, is presumed to continue for a reasonable time unless it is sooner withdrawn. What is a reasonable time depends upon the circumstances of the case. It is a matter for a jury to decide in a case before it as to whether the acceptance was made within a reasonable time.

Of course, an offer, even although made for a definite time, may be withdrawn at any time. This is not true, of course, if the person to whom the offer has been made has paid or has agreed to pay something to have the offer left open.

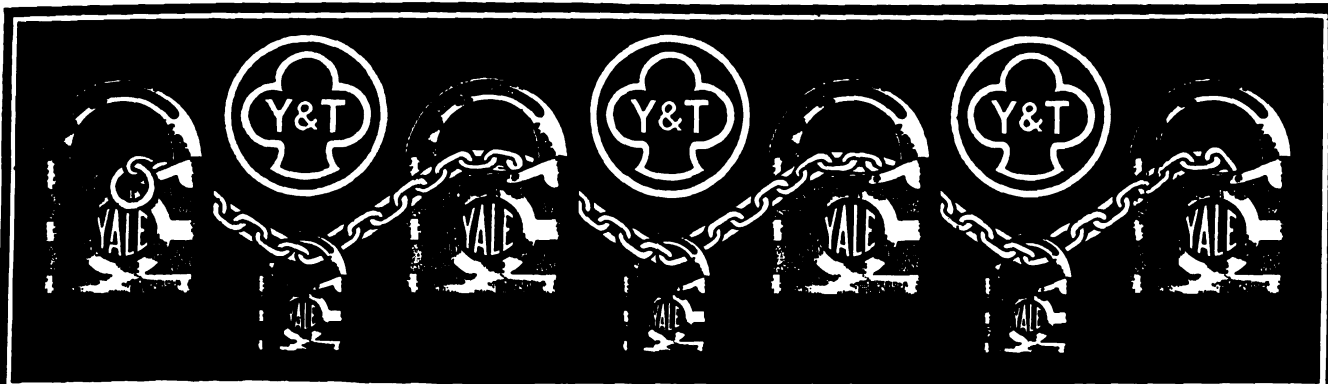
This brings up the question of option. An option has no value within the law unless something has been paid, or is agreed to be paid for it. If I voluntarily offer to sell my horse for \$100 and give you a week in which to buy, I may withdraw the offer within the week without being liable to damages for not keeping my promise; but, if you have given me something, no matter how slight, it being of some value, or if you have agreed to give me something or render me some service in exchange for the agreement to hold the offer open, I must do so or put myself in danger of a suit for damages. After a reasonable time has elapsed, the offer being made for a definite time, it is not necessary for one making the offer to formally withdraw it, as the law will presume it to be withdrawn. If the one offering wishes to withdraw before a reasonable time has elapsed, he must communicate the withdrawal by word or act to the offeree.

There are some things that will terminate an offer other than the voluntary act of the one offering, as, for instance, his death or his insanity.

Offers are sometimes made to the general public, no particular persons being specified, as when an offer of reward is made in a newspaper or by posters. In such cases any one may accept if he does so before the offer is withdrawn; and in order for it to be withdrawn the same means must be used as was used in making it public.

In our next we shall treat of the important subject, "Contracts by Mail and Telegraph."

To be continued.



What We Do for You

When you handle Yale & Towne Padlocks

WE furnish you, *free of all cost*, a service which comprehends a Supply Department and personal advertising advice on all matters connected with our Padlocks.

The Supply Department

A "Book About Padlocks" illustrated and showing 53 places in which padlocks are of use.
 A book that really *sells* padlocks.
 A Catalogue showing the Yale & Towne Padlocks you carry.
 Envelopes for your use.
 "The Little Black Box"—an interesting story, splendidly illustrated, two colors.
 Tags for your use.

Package Labels for your use.
 Rubber Stamp for your use.
 Leaflets, two colors, illustrated.
 Street Car Cards.
 Display Signs.
 Newspaper Advertisements.
 Newspaper Reading Notices.
 Cuts (electrotypes or half tones) for newspapers and circulars.

*Each of the above bears your Name
 and Address in a conspicuous place*

Write to us about our Sample Board showing twelve *actual* Yale & Towne Padlocks. Send for 32-page, 2-color, Illustrated Booklet, "SUGGESTIONS FOR SELLING YALE PADLOCKS."

Advertising Department

The Yale & Towne Mfg. Co.
 9 Murray Street, New York City

HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Albemarle, N. C.—The Farmers' Hardware Company has been incorporated with a capital stock of \$50,000. The incorporators are: S. H. Hearne, S. O. Goode, G. F. Almond and others.

Brandon, Man.—The Kelly Hardware Co. has been incorporated, capital, \$15,000; incorporators: H. E. Kelly, G. F. Williamson, of Brandon; H. Ormond, A. Anderson and W. L. Garland, of Winnipeg.

Cincinnati, O.—The Bremfoerder Hardware and Iron Co., with a capital stock of \$30,000, has been incorporated by Jas. Willey, Robert Ramsey, Geo. P. Stinson, W. D. Breed and Smith Hickenlooper.

Clinton, Okla.—Brown, Robinson & Co. have incorporated with a capital stock of \$10,000 to do a Hardware business.

Columbus, Miss.—The Columbus Hardware Co. has been organized with a capital stock of \$75,000. The new concern will commence business in the four-story building on the corner of College and Market streets, at present occupied by Robinson & Co. The company is composed of A. H. Pegues and Geo. F. McCowan, proprietors of the Pegues-McCowan Hardware Co., and H. P. Sherrod of the Sherrod Hardware Co.

Cowley, Wyo.—The Cowley Lumber & Hardware Co. has been incorporated with a capital of \$25,000.

Cuba, N. Y.—Sisson & Smalley have been incorporated as dealers in Hardware, etc.; capital, \$20,000. Incorporators, B. G. Sisson, B. A. Sisson, Cuba, N. Y.; G. W. Smalley, Belmont, N. Y.

Elkton, Md.—The Roger Witworth Hardware Company has been incorporated with the following incorporators who will serve as directors for the first year: Roger Witworth, William R. and H. Frank Witworth, Mary A.; Elizabeth and Bertha Witworth. The purpose of the company is to conduct a wholesale and retail Hardware business in Elkton.

Estelline, Tex.—The Johnson Hardware Co., capital \$7,500, has been incorporated here. Incorporators: J. H. Cristler, J. A. Johnson and E. L. Biggerstaff.

Govan, Wash.—The Hayden Lumber Co. will open a Hardware store.

Gulfport, Miss.—The charter of incorporation for the Poythress Hardware Co. is being published. The authorized capital stock is \$25,000, with the following incorporators: I. N. H. Poythress, D. E. Bennett, H. L. Blackmar, H. F. Griffin and others.

La Grange, Ga.—La Grange is to have another large Hardware firm, which will open for business in August. The firm is composed of three young men, J. D. Hudson, J. A. Broome, Jr., of La Grange, and A. W. Wheelis, of Atlanta.

Lorain, O.—The Standard Hardware Co. are now the owners of the business which has been operated by the firm of Clotz & Chappell at 1621 Penfield avenue. The concern is a stock company which will be incorporated for \$20,000. The incorporators will be Philip Clotz, A. M. Hodgins, A. A. Demmer and others.

Changes and Improvements.

Altamont, Mo.—McIntosh & Son have sold their Hardware business to J. G. Strasser.

Anniston, Ala.—The Anniston Hardware Co. has filed papers signaling the increase of the capital stock of that concern from \$40,000 to \$100,000. The company was incorporated in 1877.

Baldwin, Kans.—B. F. Stevenson has sold his Hardware store to H. A. Share.

Baltimore, Md.—Eugene E. Johnson through ill health has been obliged to give up his business duties in connection with the firm of Johnson & Johnson, contractors and dealers in Hardware supplies. His interest has been bought by a younger brother.

Chandler, Okla.—S. A. Key has purchased the Hardware store of J. McParland.

Charleston, Ill.—The Cottingham & Snider Hardware store has been sold to Ellis Moore, a resident of Kankakee.

Chickasha, I. T.—The Gilkey-Jarbor Hardware Co. has just vacated the building on Chickasha avenue which it has been occupying as a branch store and moved the goods to the store room adjoining their Third street place of business.

Colon, Neb.—The Nelson-Henning Hardware Co. has succeeded to the business of Charles Nelson.

Diller, Neb.—Thos. Nelson sold his Hardware store to J. L. Henrichs.

Ensley, Ala.—The Smith Hardware Co. will take charge of the Cash Economy store on Avenue E as soon as the stock-taking is completed. The Hardware company recently purchased the stock from A. C. Tice.

Glassport, Pa.—E. A. McKown and W. H. Beattie of Coraopolis, have purchased the Hardware store of A. A. Montgomery.

Grand Forks, B. C.—John Heron has purchased an interest in the Hardware business of H. D. McNeil.

Homer, N. Y.—E. W. Childs has retired, by mutual agreement from the Hardware firm of Williams & Childs.

Idabel, I. T.—Willis Owens has sold his Hardware store to S. McConathey.

Joplin, Mo.—F. S. Briggs of the Briggs Hardware Co. of Neosho, Mo., has bought the entire stock of the Miners Hardware Co., on Main street, and is making arrangements to ship the stock to Neosho.

Kansas City, Mo.—E. Steeltzing has purchased the Hardware business of Gardner & Co.

Lock Haven, Pa.—J. H. Fredericks & Bro., Hardware and stove dealers, are having constructed a large new warehouse on the rear of their building on Main street, in which to handle the additional goods needed to supply the firm's increasing trade.

Louisa, Va.—R. W. Harris of the Harris Hardware Co. of Richmond, has purchased a business lot on Main street, and will immediately erect a store thereon.

Madrid, Iowa.—Mason & Isaacson have been succeeded in the Hardware business by Mason & St. Helen.

Malone, N. Y.—The firm of Short & Wilding, Hardware men, will be dissolved August 15th, the close of their business year, after which one of the partners will take over and continue the business.

Minneapolis, Minn.—The first large building permit to be issued this month is that for the new Hurty-Simmons Hardware Co.'s warehouse on Fourth street, between Second and Third avenues north. The permit was taken out in the sum of \$160,000.

Embarrassments.

Macomb, Ill.—William H. Cooper of Webster Grove and D. O. Cooper of St. Louis, partners in a Hardware business at Macomb, Ill., have filed a bankruptcy petition. The partnership liabilities are \$2,993, with no assets. Hardware and implement firms in several cities are the principal creditors. W. H. Cooper has \$500 individual liabilities and \$99 assets. D. O. Cooper has \$55 assets and no liabilities.

Burglaries.

Cedar Rapids, Iowa.—Burglars entered William & Bunting's Hardware store recently and took away about \$100 worth of knives and razors.

Laurel, Miss.—The store of the Frank Gardiner Hardware and Supply Co. has been entered and robbed of \$90 and four or five pistols.

Louisville, Ky.—Thieves entered the Hardware store of Edward Wolfe, at 1023 Third street recently and stole the following articles: Six dozen razors, four dozen pocket knives, dozen horse clippers, dozen pair scissors and four steel saws.

Napanee, Ont.—Some thief extracted about \$100 from the safe in Boyle & Son's Hardware store.

Salem, Mass.—The safe at Winer & Lubet's Hardware store has been entered and \$330 taken.

Fires.

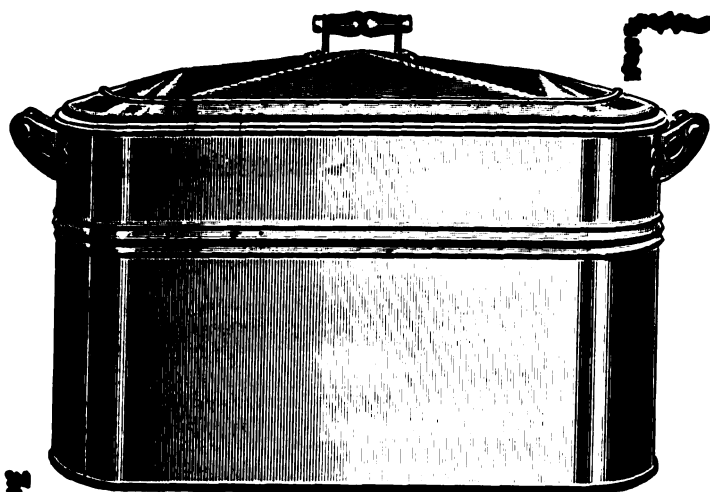
Humboldt, Kans.—The Ernst Hardware Co. has sustained a considerable loss by fire.

Inavale, Neb.—The Hardware and harness establishment of Sawyer & Knight has been damaged by fire.

Los Angeles, Cal.—Its entire stock heavily damaged and its business home ruined by fire recently, the Holbrook, Merrill & Stetson Co., wholesale Hardware, at 220 North Los Angeles street, already has placed orders for replenishing its stock, and has resumed business. Temporary quarters have been fitted up in the adjoining building, and in these the firm will be housed until its permanent home can be made ready. Loss amounts to about \$50,000, fully insured. The stock, valued at about \$150,000, had been greatly increased since the San Francisco fire, in which the company's store in that city was completely destroyed. Two Los Angeles warehouses are full of the firm's goods and more are on the road.

Macon, Neb.—The Hardware store of W. J. Shepard & Co. has been destroyed by fire.

WANTED—Hardware salesman to travel Montana. Must be posted on general Hardware, sporting goods and tinware. Address, giving age, experience, reference, etc., "Wholesale Hardware," care of HARDWARE.



"ATLANTIC"

High-Grade Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market

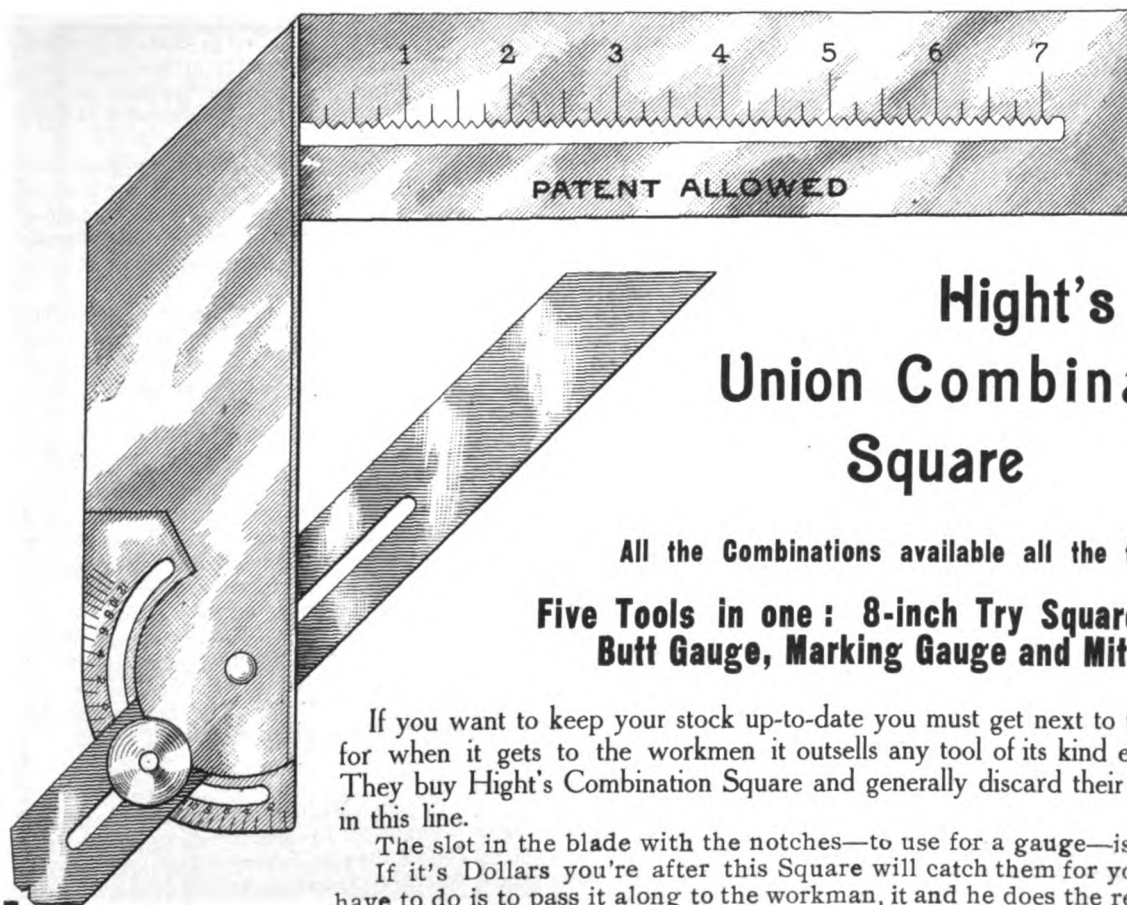
Full Weights --- Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.



Hight's Union Combination Square

All the Combinations available all the time.

**Five Tools in one : 8-inch Try Square, Bevel,
Butt Gauge, Marking Gauge and Mitre**

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices

and full description sent on application.

The best tool of its kind on the market.

A. W. HIGHT, Box 39, Station B, Toledo, O.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Dallas, Tex.—The Texas Refrigerator & Fixture Co., has been incorporated, with a capital stock of \$6,000, and will manufacture refrigerators and butchers' cooling rooms.

Elmira, N. Y.—A certificate has been filed showing that Robert D. Batterson, of 308 East Water street, and Willis B. Leonard, of 514 West Third street, will do business under the name of the Coffield Washer Co.

Great Barrington, Mass.—Shailor Manufacturing Co. has been incorporated to manufacture buckles, saddlery and Hardware supplies; capital, \$12,000. President, Walter B. Sanford; treasurer, Edward Kelly; clerk, Clarence B. Sabin, all of Great Barrington, Mass.

Hopkinton, Mass.—Workmen are busy getting the store in the Post Office block ready for use by the Great Eastern Shear Company, a new concern that has been organized with Mrs. E. F. Rutland, Miss M. C. Hager and Miss M. E. Fleming in company. Mrs. Rutland, head of the new command, prebe wife of Harrington W. Rutland, of Westborough, of the United Shear

Jersey City, N. J.—Crescent Manufacturing Co. has been incorporated; capital stock \$10,000; incorporators, Henry Bossing, John J. Ranagan, William A. Megrath. The company is to deal in Hardware.

Kalamazoo, Mich.—The National Gas Light Co. has been incorporated, with a capital of \$100,000, and succeeds the Door-bos Brothers Co. The officers are: E. R. Loomis, president; Oscar E. Jacobs, secretary, and John Doorenbos, treasurer. The factory of the Kalamazoo Wagon Co., which is 165 feet long, 37 feet wide and three stories high, has been secured, and all of the machinery in the company's existing plant will be removed to the newly acquired property. An automatic regulating burner, to be used with an inverted gas light, will be manufactured.

Kittery, Me.—C. A. Batchelder Co. has been organized for the purpose of manufacturing and dealing in novelties, machinery, tools and implements of all kinds, with \$75,000 capital stock. Officers: president, Horace Mitchell of Kittery; treasurer, S. J. Morrison of Portsmouth, N. H.

Lancaster, Pa. Ground will soon be broken for the first of the series of buildings of the Lancaster Machine and Structural Works, a corporation formed by the merging of the Anne & Thomas Lancaster Fire Escape Works and the Thomas A. Anderson Machine Co. The capitalization of the new company is \$350,000, and the location of its plant will be in the northern section of the city, between the Pennsylvania and Reading railroads. The ground is 608 by 267 feet, and the plant will consist of a structural shop, machine shop, foundry, blacksmith shops, pattern, tool and core shops and core ovens.

Middletown, Conn. The Briggs Company has filed a certificate of incorporation. The company will have an authorized

capitalization of \$20,000. It will erect or purchase factories and construct small Hardware and metal novelties of all kinds. The incorporators are D. Luther Briggs and Harry E. Powell of Middletown, Frederick Radcliff of Portland and Walter S. Wilcox of Durham.

Muncie, Ind.—The Durham Mfg. Co. has been incorporated with \$20,000 capital stock to manufacture games and novelties. The directors are J. M. Maring, E. B. Ball, James E. Durham and Herbert R. Bard.

Pittsburgh, Pa.—Butler Bolt and Rivet Co. has been incorporated; capital, \$10,000. Directors—John M. Hansen, Pittsburgh; T. H. Gillespie, Butler; William A. Bierman, Allegheny.

Pittsburgh, Pa.—Westinghouse Consolidated Foundries Co. has been incorporated with a capital of \$5,000. Directors—George C. Smith, Walter D. Uptegraff, Pittsburgh; F. D. Seitz, Stewart, Westmoreland county.

Portland, Me.—A. Ulmer Cutlery Co. has been incorporated to make and deal in Hardware; capital, \$10,000. President C. F. Ulmer; treasurer, L. M. Ulmer; clerk, S. M. Reynolds, all of Portland, Me.

Springfield, Mass.—Hunt Mfg. Co. has been incorporated to manufacture machinery; capital, \$25,000. President, David F. Hunt; treasurer, George H. Wilkins.

Changes and Improvements.

Avon, N. Y.—The Champion Drill Co., Ltd., is to be reorganized and its capital stock increased from forty to sixty thousand dollars.

Brantford, Ont.—The Brantford Screw Co. which was considering the advisability of removing from here, decided to remain, and has let the contract for a new factory, valued at \$20,000, to be erected at West Brantford.

Bridgeport, Conn.—The Bridgeport Malleable Iron Co., manufacturers of malleable iron castings, has awarded the contract for an addition to its plant. The structure will be a brick factory building, 77x313 feet.

Chicago, Ill.—The Sturges & Burn Mfg. Co., manufacturers of cans of various kinds and sheet metal specialties, has recently increased its equipment by the installation of three new drawing presses and the addition of special tools and machines for the manufacture of ice cream freezers, a new product just added to their line of manufacture. The company is also considering adding two more drawing presses.

Columbus, O.—The Capitol Lock-Nut and Bolt Co. has removed its offices from the Columbus Savings & Trust Co. to its plant at South Columbus, where an up-to-date building has been erected.

Marion, Ind.—The American Drill Co., manufacturers of grain drills and planting machinery, is erecting a new building, which will be used principally for storage purposes. It will be of concrete construction, 40x400 feet.

New Haven, Conn.—Work has been started on the plans for the new plant which F. P. Pfeighar & Son, manufacturers of Hardware and special machinery, will erect. The plans call for a main building of brick, three stories high, 80x300 feet. There will be several minor buildings.

Shelton, Conn.—The O. K. Tool Holder

Co. makers of machinists' tools and tool holders, has let the contract for a four-story factory, 40x75 feet, of steel and concrete construction.

Springfield, Mo.—The Woods-Evertz Stove Co. is completing a new warehouse. The structure is being erected just north of the main factory building. The building is being erected on a concrete foundation. The super-structure will be iron, thus making the building fire proof. The new warehouse will be 35x100 feet. It will have only one floor but will be practically two stories in height, leaving a large space in which to store the wares turned out by the factory.

Trenton, N. J.—The Skillman Hardware Co. is equipping its plant with a new boiler and engine to increase its power. The boiler was furnished by the John E. Thropp Son's Co., and is of the return tubular type. It is of 100-horse power. The Reeves Engine Co. has the contract for supplying the engine. It will furnish 75-horse power, and will be a compound machine of a special type. These engines are entirely self-lubricating and are noted for their small water consumption.

Woonsocket, R. I.—The American Wringer Co., which has a large plant here and recently decided to reopen for a time its plant at Auburn, N. Y., to catch up with its orders, has found it necessary, on account of increasing business, to build a plant in the West, and within a month work will be commenced upon large wringer works near Minneapolis, Minn.

Waterbury, Conn.—The Blake & Johnson company, manufacturers of brass and iron Hardware, will soon erect a plant on the site which has just been acquired in Waterbury.

Waterbury, Conn.—The Shoe Hardware Co. has awarded the contract for a four-story brick addition. A two-story addition to the boiler-room and a one-story addition to the japanning department will also be constructed.

Waterbury, Conn.—The Steele & Johnson Mfg Co., makers of stamped brass goods, is preparing plans for an additional four-story brick factory 40x100 feet.

Embarrassments.

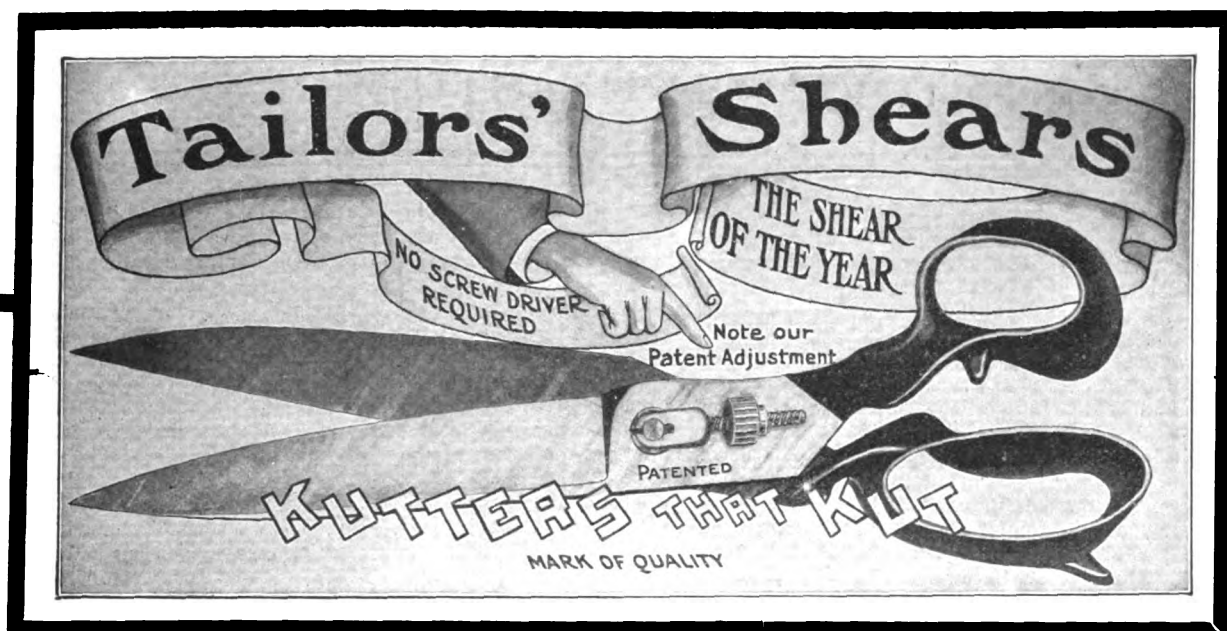
Buffalo, N. Y.—The affairs of the Western Wire Goods Co., which went into voluntary dissolution about a year ago, have been practically wound up, and Robert Lynn Cox, receiver of the concern, announces that creditors will get about 50 cents on the dollar on their claims.

Cleveland, Ohio.—The assignment of the Van Wagoner Company, manufacturers of hinges, has been made. The assets are estimated at \$5,000. The reason for the assignment is given as lack of capital.

Fires.

Adrian, Mich.—Fire, originating in the boiler room has destroyed the plant of the Adrian handle factory. The loss is estimated at \$10,000.

Dayton, Ohio.—An oil explosion at the plant of the Pneumatic Tool Co. caused a \$90,000 fire recently. The loss is shared by the tool company and the Gem City Tobacco Company. Both plants were almost destroyed.



The Shear of The Year

Not How Cheap--But Quality and Durability.

You don't want the Cheapest, but **The Best**. We claim in our **Patent Adjustment Shear** to give you a Shear that has the advantage over other makes of **Quicker Adjustment and Longer Service**, combined with **Quality and Workmanship**. Requires grinding 1 to 10, that is, other Shears require grinding ten times where ours are ground once. It is not the cutting, but the bearing which dulls the shears.

The **Perfect Feature** of construction of our Shear is the method of drawing the Shear blades together **Without the use of a Screwdriver**. A turn of the milled nut tightens or loosens the blades by forcing the **Forked Head** under the head of the pin which passes through both blades. By a few turns of the milled nut the blades can be taken apart, which eliminates **All Use of the Screwdriver** for taking apart, or taking up lost motion.

Send for Circular and Trade Prices.

Kraut & Dohnal,

168 So. Clark St., Chicago, Ill.

"CLEANER"

Rug and Carpet Beater

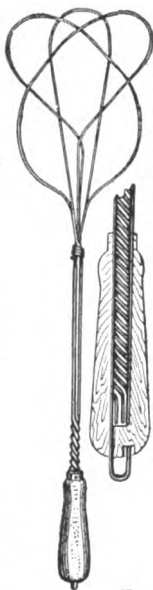
made from

The Best Furniture Spring Steel

Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.



HOLT'S

Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

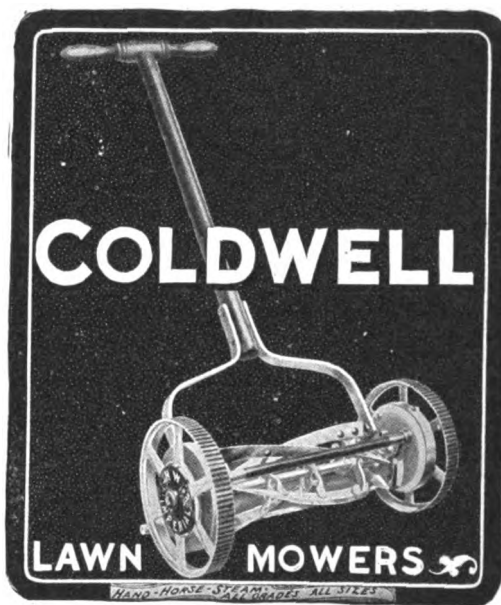
The Flare Does It.

Ours is one-third larger than others. Four sizes.

Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices. Mention **HARDWARE**.

Holt-Lyon Company,
Tarrytown, N. Y.



90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

STOVE MANUFACTURERS

New Incorporations, etc.

Albany, N. Y.—The Empire Furnace & Stove Repair Co. has been incorporated with a capital stock of \$30,000. The incorporators are William Dewey, Frank C. Houghton, Augustus G. Westervelt, Clark G. Westervelt and W. H. A. Mills, Albany, N. Y.

Detroit, Mich.—The Independent Stove Co. have begun operations in their new plant which has been in course of erection at Sidney avenue and the Detroit, Grand Haven & Milwaukee Railroad. The company was only incorporated a few weeks ago, the principal stockholders being William B. Robinson, formerly with the Art Stove Co.; J. Edwin Ellis, assistant purchasing agent for the Michigan Stove Company, and Robert J. Wandell, traveling salesman for the latter concern. The main factory building is 105x107 feet and will be divided into two parts, one being used for the foundry and the remainder for the finishing and erecting shops and offices.

Richmond, Va.—The Cameron Stove Co. was incorporated a few months since for the manufacture of Cameron Steel Ranges and Airtight Heaters. The Cameron Steel Range is of heavy construction and modern design, has an unusually large oven and also large flues, and will burn hard or soft coal as well as wood.

Stamford, Conn.—The Stamford Gas Stove Co., which has been in operation at Stamford, Conn., under a New York charter for the past four years, has re-incorporated under Connecticut law with increased capital stock, and has added to its line the Yale Gas Stove Co.'s heaters, hot plates and factory burners and appliances. Harry L. Sterrett, manager of the Yale Gas Stove Co., New Haven, becomes secretary of the company, bringing his New Haven manufacturing business with him. The new treasurer is John J. Garrison. E. B. Mooney is assistant treasurer and will have charge of collections and correspondence. The company continues closely associated with the Stamford Foundry Co., the oldest stove foundry in America, and occupies a large factory building on the latter's premises.

Changes and Improvements.

Chicago, Ill.—A new foundry building two stories in height, 80x150 feet, is being built by the Home Stove Works. A new power-house is also being added to the plant and new equipment for both buildings is being purchased.

New York, N. Y.—Several important changes in the showrooms and offices have been made by the Union Stove Works, 70 Beekman street. The shipping offices are now located so that excellent light is afforded the clerks. The sales offices are on the same side of the building, further back. This arrangement allows for an unbroken line of samples from the front to the back of the showroom, and the variety of stoves the company offers presents an attractive display. The accounting department and the office of W. J. Myers are in the rear, with every faculty to render the dealings of stovemen prompt and pleasant.

Providence, R. I.—A 250 horse power engine, a 150 kw. generator and two 150

horse power boilers will be installed in the new power house being erected by the Providence Gas Burner Co.

Miscellaneous.

Carnegie, Pa.—H. Adler & Co., Inc., Carnegie, Pa., with Western office and warehouse at 1210 West Tenth street Kansas City, Mo., have issued their catalogue No. 44. This book, which contains 56 pages, 8x11, is devoted to Gas Appliances of the company's manufacture, the Acme Gas Stoves, Ranges, Cookers, Ovens, and Hot Plates. A full-page half-tone cut is used to show the company's plant, which is claimed to be the largest and most complete plant in the United States devoted to the exclusive manufacture of gas appliances. The company's line of stoves, etc., are well shown by half-tone reproductions. Particular attention is called to the Acme Range Burners, of which the company says: "In all our ranges we are using a burner of this style, cast in one piece, including the burned cap, burner pipe and mixer. The mixer collar fits tightly and can be adjusted easily to any opening desired, and is held substantially with a lock screw. The area inside of burner and mixer and the drilling are all proportioned so perfectly that after the mixer collar is adjusted to supply the proper amount of air for the gas being used, the burner will not pop out or catch back at the valve under an extremely low pressure or burn yellow under a high pressure. Our burners do not smother when a vessel is over them, each jet is supplied with oxygen all the way around to sustain perfect combustion. This burner, drilled, shows a test of over 20 per cent. more heat with the same amount of gas than it does sawed, and applies to all drilled burners as compared to the same burner sawed, if the burner is drilled and made properly. When the gas is properly burned in jets it has much more vitality and heat than when burned in sluggish flames, as in a slotted or sawed burner; therefore, we strongly recommend drilled burners. It is easy to burn the gas in slots or flames and cover up defects in the burners; but a drilled burner has to be made right, or else defects are noticeable. A drilled burner uses the gas so much more economically and advantageously that a sawed or slotted burner should never be used. We have a process of moulding our burners clean and smooth on the inside. Most burners are very rough inside, which increases the friction of the gas and air, causes an accumulation of dirt, and injures the operation."

Chicago, Ill.—A display of stoves will be held in connection with exhibits of the Illinois Retail Hardware Association in the Coliseum, Chicago, February 13, 14 and 15, 1907. The manager of the display, G. R. Lott, 1002 West Lake street, Chicago, reports that 90 per cent. of the 280 spaces have already been reserved by manufacturers and jobbers. Among the makers of stoves who have already signified their intention of exhibiting may be mentioned the following: Estate of P. D. Beckwith, Cutler & Proctor Stove Co., Comstock-Castle Stove Co., Detroit Stove Works, Excelsior Stove Works, Estate Stove Co., Fuller & Warren Co., Favorite Range & Stove Co., Germer Stove Co., Joliet Stove Works,

Michigan Stove Co., M. & D. Range Co., Peninsular Stove Co., Robinson Furnace Co., XXth Century Heating & Ventilating Co.

Cleveland, O.—The Champion Steel Range Co. have issued their Catalog No. 7 illustrating their line of steel ranges, hotel ranges, double oven ranges, coal heating stoves, gas heating stoves, gas cooking stoves, gas water heaters and radiators. The company's steel range line consists of the Active Champion line, Champion line, Champion Russia Finish line, Champion-Marquart line, Champion hotel ranges, and Champion combination gas and coal ranges.

PUSH 'EM.

Oil, Gas and Gasoline stoves and the lighter ranges should be pushed with vigor at this season of the year.

Have you a line of samples of Camp Stoves? They are most lively sellers. Some dealers report unusually good business in this line.

Have you ever tried selling stoves on the installment plan? It is far less vexatious than indefinite credit giving.

You can beat last year's sales in stoves, ranges and every kind of heating apparatus if you want to. The chances are better than ever. It's up to you, Mr. Dealer.

STOVE LITERATURE.

Why does the manufacturer of stoves and other kinds of heating devices supply you with it? For the express purpose, we believe, of acquainting you, Mr. Dealer, and your clerks, with the quality and "talking points" of his goods. They are also sent you for distribution among your customers, to convince them that they are the goods they ought to buy.

Why, then, put all this valuable information about so profitable a line as stoves, etc., "in a corner" where they will not be seen? Why use them for wrapping paper? Would it not be far better the moment a new supply of stove circulars arrives, to send them on their way rejoicing—to your customers' homes throughout your town, and to the farmers who do their trading in your store and in your town. A good looking circular—and most of them are well prepared and look attractive—is like a silent salesman who "talks straight from the shoulder." If sent to the home of your customers, direct, it reaches the man or woman you want to reach, and often finds them with enough leisure on their hands to be impressed with the manufacturer's message about his new stove or range.

Every one of your clerks ought to get one of these circulars to "get posted." The gross ignorance of salesmen regarding the merits of certain goods has cost Hardware merchants many a sale, and it may cost you more still, unless your salesmen are instructed properly. "Knowledge is power" is salesmanship. Knowledge on the part of your customers about the latest and best articles for the home, awakens the desire to purchase and possess.

Let each circular, then, be your missionary. Send it "into the highways, by-ways and hedges" and, if it has compelling force it will bring you customers.

Try it and see.

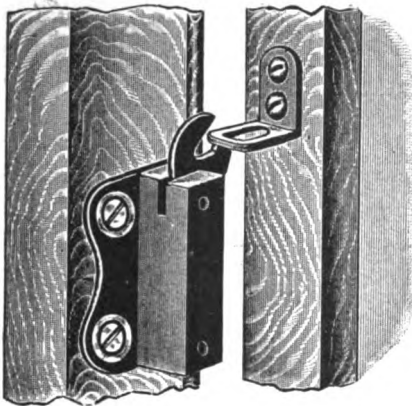
WARNING!

TO WHOM IT MAY CONCERN:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc., Des Moines, Iowa.

WATROUS AUTOMATIC DOOR CATCH



OPEN

TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

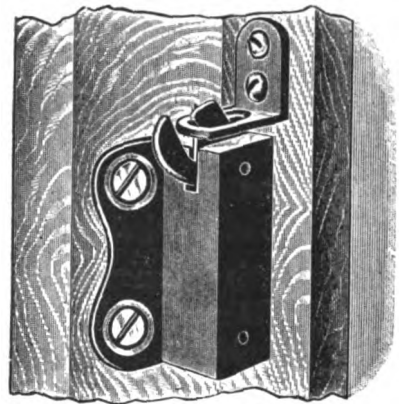
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



Japanned Steel Door Buttons.

Patent Applied For.



CLOSED

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1 1/4 to 2 1/2 inches.

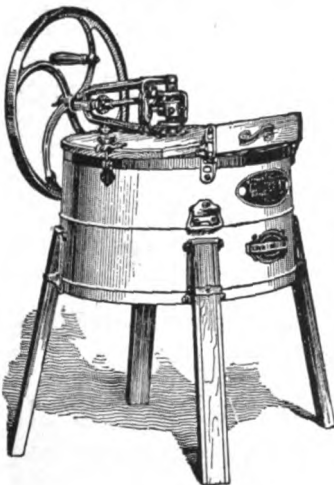


Insist on having them Carried by all leading jobbers. Write us for samples and name of nearest jobber.

THE E. L. WATROUS MFG. CO., - - Des Moines, Iowa.

Two of the World's Winners

The MAJESTIC WASHING MACHINE



We Manufactured and Sold 41,430 MAJESTICS in 1905 beside many other makes.

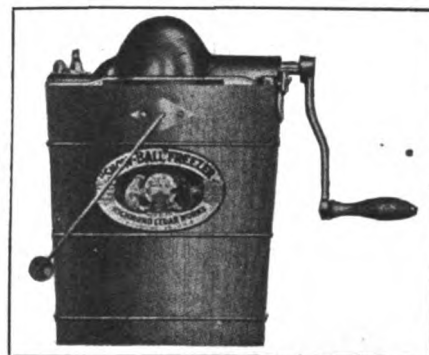
Does that tell the story?

We will verify these figures if you wish us to.

It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub

of the Majestic is made of selected Virginia White Cedar, and will stand the action of water a life time. It is bound with our celebrated Electric-Welded Wire Hoops, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

The SNOW BALL



FREEZER

AFTER telling you what we have done with the Majestic Washing Machine in seven years, it is easy to introduce to you the Snow Ball Freezer. It is as good a freezer as the Majestic is a Washing Machine. The Snow Ball tub is made also of Virginia White Cedar, is bound with electric-welded wire hoops which cannot fall off, and is specially varnished so as to make it attractive and easy to sell. The inside parts are heavily plated with pure block tin which makes it thoroughly hygienic. The outside castings are rust proof.

Whether you are JOBBER or DEALER write us to-day for particulars and prices which will surprise you.

RICHMOND CEDAR WORKS,
Largest Manufacturers of Wooden Ware in the World,
RICHMOND, VIRGINIA.

The Semi-Circular Level, Plumb AND Inclinometer

Is the most practical and labor saving tool of its kind on the market.

It is indispensable to Carpenters, Builders, Masons, Contractors, Plumbers, Steam-Fitters, Machinists, Mill Wrights, etc. Its

Absolute Accuracy

and reliability under any and all conditions of work put it at the head of any Level on the market.

Made of cherry — top and bottom bound with solid aluminum.

Milled perfectly straight and true. Will not warp nor twist.

A 90-degree scale, figured both ways, from horizontal to perpendicular, and vice versa, is below the circular tube.

It does away with all mathematical calculations, except

Simple Multiplication

It has other excellent features, told of in our circular. Shall we send it?

SELL? We never saw the beat of it. It sells when others fail to sell.

Bradford Union Mfg. Co.,
Bradford, Pa.





Robert Murray.

24 Duane St.,
New York City.

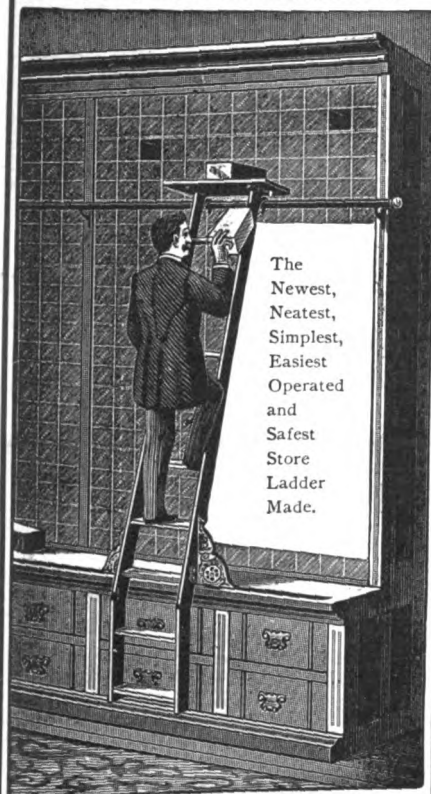
General Hardware

999

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



Ask about the new noiseless track.
Highest award World's Fair.

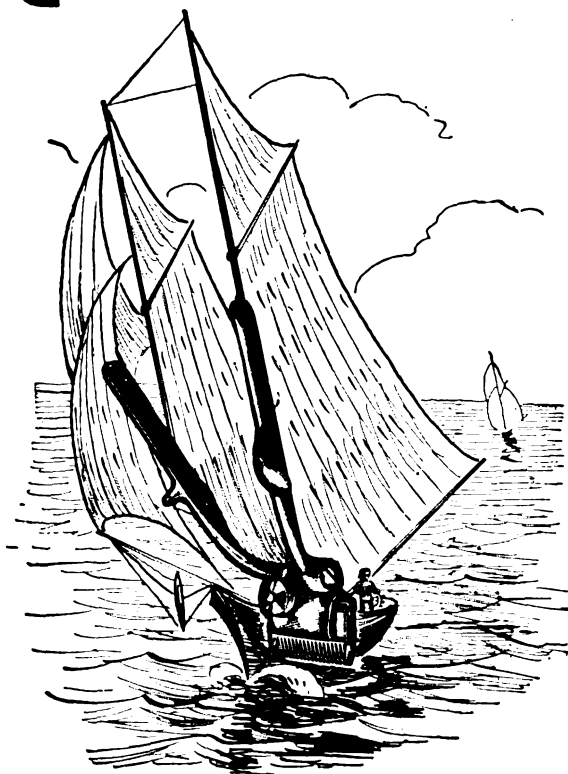
WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

COATES CLIPPERS

ARE SURE WINNERS

Because they are built on the right lines: Built to give satisfaction to the user; built to sell at a good profit to the dealer.



Their beauty of finish, strength and fine cutting qualities are not surprising:

We've Been Making
Coates
Clippers
for 25 Years

All kinds of
Clippers for All
Kinds of Hair.

Each Clipper
Guaranteed to
Cut Clean.

An Up-to-Date "Clipper"

"When at Sea" as to the Best Selling Clippers to handle—try the Coates kind. You'll have plain sailing to profits.

See for yourself. *Get our Catalog and Prices.*

Coates Clipper Co., Worcester, Mass.

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

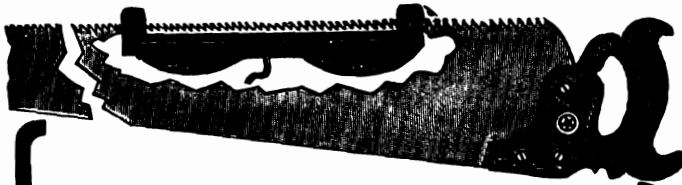
FOR SALE. General Hardware, Paint and Supply business, established 20 years; doing a first-class trade. Price, \$1,200 cash. Owner has other business—only reason for selling. Address Hardware store, c/o HARDWARE.

WANTED, experienced salesman, for the West, with good references to get accounts for household and Hardware specialties. Address A. G. McAusland & Co., Denver, Colo.

WANTED—A capable and experienced Builders Hardware man to take charge of Builders' Hardware Department for large store in Southern city. Write, giving full information, references and salary expected. Address—G. & D. c/o. HARDWARE.

ALWAYS

Mention "HARDWARE" when
Writing to our Advertisers



C. C. C. Saw Clamp

Pat. U. S. Feb. 20, 1906; Canada, April 3, 1906.
Other Foreign Patents Pending.

Is the latest, lightest and best Saw Clamp on the market.

Best For Wood Workers

because it only weighs about a pound, is simple in construction, durable and efficient. Can be carried in the pocket.

Frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files. It's noiseless in operation.

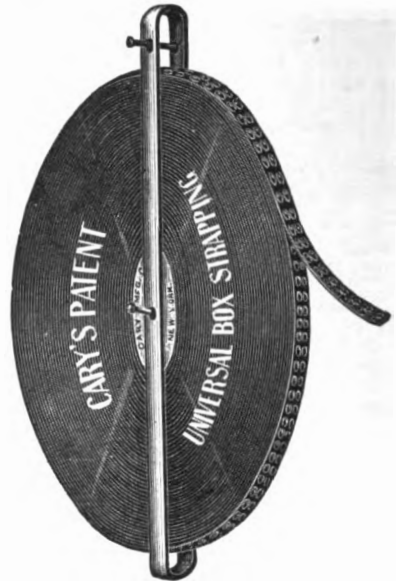
PRICE 75 CENTS.

Send for further particulars and discounts. Mention HARDWARE.

C. W. Cardwell Mfg. Co.
JAMAICA, N. Y.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil. Straps made in four widths: $\frac{1}{4}$, $\frac{1}{2}$, $\frac{3}{4}$ and 1 inch. Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO



Fresh Meat Is The First Thing

A Steel Spider with the name

"NEVER-BREAK"

Stamped on the Handle is the next, if you don't want a scorched or burnt Chop or Steak.

Have you our Complete Catalogue of Stamped Steel Cooking Utensils?

THE AVERY STAMPING CO., Cleveland, Ohio.
Manufacturers Shovels, Spades & Scoops
of Highest Grade.

"Saw your Ad. in HARDWARE"

--Don't leave that out when writing to these advertisers.

**DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.**

PAINTS, OILS AND COLORS.

Oils

| | |
|---|--------|
| Linseed, City, raw, in barrels, \$ gal. | 40c |
| Linseed, City, boiled, in bbls. | 42c |
| Out of Town, on spot, \$ gal. | 38c |
| Calcutta, raw, in barrels, \$ gal. | 68c |
| Lard, prime city, \$ gal. | 71@75c |
| Lard extra, No. 1 | 52@56c |
| Lard, No. 1 | 42@44c |

Paints and Colors

| | |
|--|---------------|
| Barytes, Foreign floated, \$ ton. | \$17.50@19.00 |
| Barytes, American floated, \$ ton. | \$18.00@19.00 |
| White Lead, American, dry, in bbls. | \$ lb. 65c |
| White Lead, American, in oil, in lots of less than 500 lbs., \$ lb. net. | 75c |
| In lots of 500 lbs. and over, \$ lb. | 73c |
| White Lead Eng., in oil, \$ lb. | 85c@90c |
| Zinc, American dry, \$ lb. | 47c@48c |

| | |
|-----------------------------|--------------|
| Putty, Commercial—\$ 100 lb | |
| In bladders. | \$1.25 @1.35 |
| In bbls or t. t. bbs. | 1.20 @1.40 |
| In 1 lb. to 5 lb cans. | 1.20 @1.30 |
| In 100/100 50/50 cans. | 1.25 @1.45 |

Spirits Turpentine

| | |
|------------------|---------|
| In regular bbls. | 80c@82c |
| In machine bbls. | 80c@82c |

Dry Colors

| | |
|------------------------------------|-----------|
| Blue, Chinese. | \$ lb 80c |
| Blue, Prussian. | 80c |
| Blue, Ultramarine. | 80c |
| Sienna, Italian, burnt & powdered. | 80c |
| Sienna, Italian, raw & powdered. | 80c |
| Umber, Turkey, burnt. | 80c |
| Umber, Turkey, raw. | 80c |
| Green, Chrome, ordinary. | 80c |
| Green, Paris, in kegs. | 80c |
| Indian, Red, American. | 80c |
| Indian, Red, English. | 80c |

Colors in Oil

| | |
|--------------------|-----|
| Black Ivory, best. | 80c |
| Blue, Chinese. | 80c |
| Blue, Prussian. | 80c |
| Blue, Ultramarine. | 80c |
| Sienna, burnt. | 80c |
| Sienna, raw. | 80c |
| Umber, burnt. | 80c |
| Umber. | 80c |

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

Ammunition

CAPS—PERCUSSION—

| | |
|--------------|--------------|
| Eley's E. B. | 52@55c |
| G. D. | per M 34@35c |
| F. L. | per M 40@42c |
| G. E. | per M 48@50c |
| Musket | per M 62@65c |

PRIMERS

| | |
|--|-------------------|
| Berdan Primers \$2.00 per M. | 20% |
| B. L. Caps (Sturtevant Shells) \$2.00 per M. | 20% |
| All other Primers per M. | \$1.52 to \$1.60. |

CARTRIDGES—

| | |
|------------------------------|--------|
| Blank Cartridges: | |
| 32 C. F. | 10@55c |
| 32 C. F. | 10@55c |
| 22 cal., Rim. | 10@55c |
| 22 cal., Rim. | 10@55c |
| B. B. Caps. Con. Hall, swgd. | \$1.90 |
| B. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 25c |
| Target and Sporting Rifle. | 15@55c |
| Primed Shells and Bullets. | 15@10c |
| Rim Fire Sporting. | 50c |
| Rim Fire Military. | 15@55c |

SHELLS, EMPTY—

| | |
|-------------------------------------|--------|
| Brass Shells: | |
| First quality, all gauges. | 60@55c |
| Climax, Club, Rival, 10 and 12 ggs. | 65@55c |

Paper Shells:

| | |
|---|--------|
| Acme, Ideal, Leader, New Rapid. | |
| Magie, 10, 12, 16 and 20 gauge. | 25@55c |
| Blue Rival, New Climax, Challenge. | |
| Monarch, Defiance, New Victor, Repeater, Yellow Rival, 10, 12, 18 and 20 gauge. | 20% |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 25% |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 20% |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge. | 25% |

SHELLS, LOADED—

| | |
|---------------------------------|----------|
| Black Powder. | 40% |
| Smokeless Powder, medium grade. | 40@55c |
| Smokeless Powder, high grade. | 40@10@10 |

SHOT—

| | |
|------------------------------------|--------|
| Drop, up to B 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Buck, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |

GUN WADS—\$1000—

| | |
|-----------------------------|-------------|
| B. E., 11 up. | \$ 80 |
| B. E., 9 and 10. | 70 |
| B. E., 8. | 60 |
| B. E., 7. | 50 |
| P. E., 11 up. | 1.00-1.15c |
| P. E., 9 and 10. | 1.35 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.60 |
| Ely's B. E., 11 and larger. | \$1.70@1.75 |
| Ely's P. E., 12 to 20. | \$3.00@3.25 |

Animal Pokes

| | |
|---------------------|----------|
| Iowa Farming Tools. | per doz. |
| Hawkeye. | \$3.25 |
| Western. | 4.00 |

Anti-Rattlers

| | |
|---|-------------|
| Fernald, Quick Shift, per doz. pair, net. | \$2.00 |
| Burton's, per doz. pair, Nos. 2 and 5. | 50c |
| Per doz. pair, No. 1. | 75c |
| Per doz. pair, No. 4. | 90c |
| Kohler's. | per doz. |
| Daley, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.40 |

Anvils

| | |
|----------------------------------|---------|
| American "Horse-Shoe". | 95c |
| Arm and Hammer. | 85c@85c |
| Eagle Anvil, 1 lb. net. | 65c@7c |
| Hay-Budden, Wrought. | 90c@95c |
| Peter Wright's. | 105c |
| Trenton, all steel, 1 lb. net. | 95c@95c |
| Columbian, all steel, 1 lb. net. | 95c |

ANVIL AND VISE COMBINED—

| | |
|-----------------------------|-----------------|
| Millers Falls (with drill). | \$18.00, 15@10c |
|-----------------------------|-----------------|

Augers and Auger Bits

| | |
|------------------------------------|------------|
| Boring Machine Snells. | 70c |
| Com. Auger Bits. | 75c@75c |
| Forstner Pat. Bits. | 25c |
| Ford Auger Bit Co: | |
| Auger Bits. | 40@40@55c |
| Machine Bits. | |
| C. E. Jennings & Co.: | |
| Double Spur pattern car, No. 30. | 40@75c |
| Nobles Double Spur, No. 32. | 55@10c |
| No. 10, Extension Lip. | 25@10c |
| Car Bits, No. 10. | 25@10c |
| Car Bits, No. 30. | 40@75c |
| Ring Augers. | 65c@10c |
| Jennings' Pattern. | 50@10c@50c |
| Snell's Auger and Car Bits: | |
| Extra. | 40@10c@10c |
| No. 1. | 40@10c@10c |
| Russell Jennings' Augers and Bits. | 25@10c@10c |

HOLLOW AUGERS—

| | |
|-------------------------|-------------|
| Ames. | 25@10c |
| Ronney's Adjustable. | 55.50@60.00 |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25@10c |
| Millers Falls, Goodall. | 15@75c@10c |
| Universal, each \$4.50. | 25c |

EXPANSIVE BITS—

| | |
|------------------------------------|--------|
| C. E. Jennings & Co., Steers' Pat. | 25@10c |
| Clark's small, \$18. | 50@10c |
| Clark's large, \$25. | 50@10c |
| Ives' Model, per doz. | \$60 |

DOUBLE CUT GIMLET BITS—

| | |
|-------------------------|-------------|
| Common, net. | \$3.00@3.25 |
| German Pattern, net. | \$4.80@5.75 |
| Swiss Diamond, per doz. | \$1.25 |
| C. E. Jennings & Co. | 45@10c |
| Ladd's. | 60@10c |
| Mayhew's. | 40@10c |
| Snell's Bell Hangers. | 80c |

TWIST DRILLS—

| | |
|---------------------------|------------------|
| Bit Stock. | 60@10c@60, 10@10 |
| Taper and Straight Shank. | 60@10c@60, 10@10 |
| SHIP AUGERS AND BITS— | |
| Ford Auger Bit Co. | 35@10c |
| L'Hommedieu's. | 15c |
| Snell's. | 40@10c |
| Watrous's. | 35@55c |

Awl and Auger Handles

See Handles

Awls

| | |
|---------------------------------|-------------|
| Handled Brad. | per Gro. |
| Handled Scratch. | \$2.75@3.00 |
| Patent Peg. | \$1.60@4.00 |
| Sewing, Com. | 85c@1.00 |
| Shouldered Peg. | 65c@70c |
| Shouldered Brad. | 65c@65c |
| Socket Scratch, per doz. | \$1.00 |
| Stanley Rule and Level Handled. | 45c |

Awl and Tool Sets

| | |
|---|--------|
| Aiken's Awls and Tools: | |
| No. 10, per doz. \$7.50; No. 20, per doz. | \$10. |
| Brad Sets: | |
| No. 42, \$10.50; No. 45, \$12.50. | 70c |
| Fray's Adj. Tool Hds., Nos. 1, \$12; 2, \$18; \$12; 4, \$9; 5, \$7. | 40c |
| Ice Auger. | 55c |
| Miller's Falls Adj. Tool Holders: | |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. | 15@10c |
| C. E. Jennings & Co's. Adj. Tool Hds. | 35@10c |
| Rollis Hdw. Co., Adj. Tool Holders, No. 1, \$18. | 80c |

Axes

| | |
|---------------------------|--------|
| Single Bit, base weights: | |
| First Quality. | \$5.00 |
| Second Quality. | \$4.50 |
| Double bit, base weights: | |
| First Quality. | \$7.50 |
| Second Quality. | 6.75 |

HATCHETS—

| | |
|---|--------|
| Hunt's Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50c |
| Broad and Bbl. | 40@10c |
| Boy's Axes. | 50c |
| Peck Edge Tool Co.: | |
| Hatchets, shingling, etc. | 50c |
| Broad and Bbl. | 40@10c |
| Boy's Axes and Hatchets. | 50c |

Axle Grease

| | |
|---------------------------------|--------|
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (36 in case). | 15 ea. |
| 2 " " | 25 " |
| 10 " "frkins (6 in case). | \$1.20 |
| 25 " " | 2.75 " |
| 50 " kgs. | 5.00 " |
| 100 " " | 9.00 " |
| 200 " half bbls. | 85c |
| 375-400 lb | 85c |

Snow Flake:

| | |
|------------------------------------|---------|
| One-quart cans, per doz. | \$ 3.00 |
| Two-quart cans, per doz. | 3.20 |
| One-gallon cans, per doz. | 6.00 |
| Five-gallon cans, per doz. | 24.00 |
| Quarter bbls. (15 gals.), per gal. | 45 |
| One-half bbl. per gal. | 40 |
| Bbls., per gal. | 35 |

Balances, Spring

| | |
|------------------------------|-----|
| Chatillon's: | |
| Light, class A. | 50c |
| Circular Balances, class C. | 50c |
| Ice Balances, class B. | 50c |
| Straight Balances, class A1. | 50c |
| Class A2. | 40c |
| Class D. E. F. | 80c |
| Class G. | 20c |

Balances, Sash

| | |
|-------------|-----------|
| Caldwell's. | 50c |
| Pullman's. | 50@10c@60 |

Beef Shavers

| | |
|------------------------|--------|
| Enterprise: | |
| Japanese, each \$3.00. | 25@30c |
| Tinned, each, \$10.50. | 25@30c |

Bells

| | |
|-----------------------------|-----------|
| HAND— | |
| Hand Bells, polished brass. | 60@60@10c |
| Pure bell metal. | |
| Silver chime. | 35c@35c |
| White metal. | 60c |

DOOR—

| | |
|---------------|---------|
| Trip, Gem. | 50@10c |
| Gong, Abbe's. | 45c |
| Gong, Yankee. | 55c |
| New Departs. | 55c |
| Rotary. | 55c@10c |
| Fash. | 55c |

COW—

| | |
|---------------------------|-------------|
| Common wrought. | 75c@75c@10c |
| Kentucky. | 70c@70c@10c |
| Kentucky, Sargent's list. | 70c |
| Texas Star. | 50c |
| Western, Sargent's list. | 70c@70c@10c |

Bellows

| | |
|---------------|------------|
| Blacksmith's. | 65@10c@70c |
| Hand. | 25@10c |
| Moulders. | 25@10c |

Belting Rubber

| | |
|------------------------------------|--------|
| Boston Belting Co: | |
| "Boston". | 50c |
| Imperial, seamless stitched. | 45c |
| Niagara. | 80c |
| New Jersey Car Spring & Rubber Co: | |
| Extra P.A. | 40@10c |
| Reliable. | 50@10c |
| Staple. | 60@10c |

Bench Stops

| | |
|---|---------|
| Morrill's No. 1, \$10.00 per doz.; No. 2. | \$12.50 |
| Seymour Smith & Sons. | 25@10c |
| Miller's Falls. | 15@10c |
| Weston's. | 40 |

Binder Twine

| | |
|------------------|-----------|
| Slal. | Per Pound |
| Standard. | 10c |
| Standard Manila. | 10c |
| Manila. | 12c |
| Pure Manila. | 18c |

Bit Holders.

| | |
|--------------------|---------|
| Angular. | 45c |
| Extension. | |
| Barber's, per doz. | \$15.00 |
| Ives' per doz. | \$20.00 |

Blind Adjusters

| | |
|--------------------|-------------|
| Columbian. | 35c |
| Domestic, per doz. | \$3.00 |
| Excelcor, per doz. | \$10.00 |
| North's. | 10c |
| Zimmerman's. | 50c@50c@10c |

Blind Fastenings and Tenons

| | |
|---------------------------|-------------|
| Security Gravity, per gr. | \$3.00 |
| Zimmerman's. | 50c@50c@10c |

Blocks, Tackle

| | |
|-----------------------------------|------------|
| Eddy's. | 50@10c@60c |
| Hart's Steel. | 40@10c@50c |
| Iron Strapped, Japanned Sheaves. | 70@10c |
| Iron Strapped, Lig Vitae Sheaves. | 80c |
| Rope Strapped, Japanned Sheaves. | 65@10c |
| L. Sheaves. | 40c |
| Lance. | |
| Junior, Self Sustaining. | 80c |
| Pat. Automatic. | 50c |
| Perfect Safety. | 80c |
| Stowell, Novelty Block. | 50@10c |

Bolts

DOOR AND SHUTTER—

| | |
|----------------------------------|----------------|
| Cast Iron Barrel, Square, &c. | 60@10c |
| Cast Iron Chain. | 80@10c |
| Cast Iron Shutter Bolts. | 60@10c |
| Ives' Patent Door Bolts. | 60c |
| Wrought Barrel. | 80@80@10c |
| Wrought Barrel Bolts, Griffin's. | 75@10c |
| Wrought Square. | 70@10c |
| Wrt Shutter, 8" x 12" list. | 50@10c@50c@10c |
| Wrought Spring, Sargent's. | 70@10c@75c |

CARRIAGE, MACHINE, & C—

| | |
|---|--------|
| Common carriage (cut thread), 5/16 and smaller. | 75c |
| Larger and longer. | 65@55c |
| Phila. Eagle, \$2.00 list May 24, '99. | 80c |
| Bolt ends, list Feb. 14, '96. | 65@10c |
| Bolt ends, with C and T nuts. | 65@55c |
| Machine, 5/16 and smaller. | 75c |
| Machine, larger and longer. | 65@10c |

TIRE—

| | |
|--------------------------------------|------------|
| American Screw Co: | |
| Bay State, plain, list Dec. 25, '99. | 80c |
| Bay State, fluted. | 80c |
| Eagle, Phila. | 82 1/2c |
| Norway, Phila. | 80c |
| Common. | 75@10c@80c |
| Norway, Phila. | 80c |
| Portchester, Norway. | 80c |
| Phila. | 82 1/2c |

STOVE AND PLOW—

| | |
|--------|------------|
| Plow. | 65@10c |
| Stove. | 87 1/2@10c |

MISCELLANEOUS—

| | |
|-------|-----|
| Sink. | 80c |
|-------|-----|

Bone Mills

| | |
|-------------|--------|
| Enterprise. | 25@80c |
| Stearns. | 40c |

Borers, Tap

| | |
|-----------------------|------------------------|
| Enterprise. | 20@25c |
| Each. | \$1.25, \$1.75, \$2.50 |
| Nos. | 1 2 3 |
| C. E. Jennings & Co.: | |
| No. 6. | 30@10c |
| No. 10. | 25@10c |
| Common ring. | 20@10c |
| Ives. | 25@10c |

Boring Machines

WITHOUT AUGERS—

| | |
|----------------------|----------------|
| Jennings'. | |
| Upright. | 35@55c |
| Angular. | 35@55c |
| Miller's Falls. | \$7.50, 15@10c |
| Snell's, Rice's Pat. | \$2.50, \$2.75 |
| AJAX. | 40c |
| Phillips. | \$4.00 net |

Bow Pins

| | |
|-----------|--------|
| Hothkiss. | 60@10c |
|-----------|--------|

Boxes, Mail

| | |
|-----------|--------|
| Heller's. | 40@55c |
|-----------|--------|

Box Hooks

| | |
|----------------------|------------|
| Humason & Beckley's. | 60@10c@10c |
|----------------------|------------|

Box Openers

| | |
|------------|---------------------|
| Humason's. | per doz. net \$5.00 |
|------------|---------------------|

Box Scrapers

| | |
|------------|-----|
| Bradley's. | 30c |
|------------|-----|

Box Strapping

| | |
|--------------------------------|------------|
| Cary Mfg. Co's., in case lots. | |
| "Universal". | 25@30c |
| Standard Metal Strap Co's. | 25@10c@10c |
| Belts. | 25@10c@10c |

Braces

Chains

| | |
|---------------------------------------|------------------------|
| Galvanized Pump chain, # lb. | 4 1/2 @ 4 1/2 C |
| Ger. coll. list July 24, '97. | 60 & 10 @ 60 & 10 & 10 |
| Ger. Hatter chain, list July 24, '97. | 60 & 10 @ 60 & 10 & 10 |
| Jack chain, Iron. | 60 & 10 @ 60 & 10 & 10 |
| Jack chain, Brass. | 60 & 10 @ 60 & 10 & 10 |
| Omaha Wire Dog chains. | 45 @ 60 & 2 1/2 |
| Trace Wagon and Fancy Chains: | |
| New list. | 60 @ 60 & 10 |
| Bridgeport Trace chains. | 65 |
| Stake chains. | 65 |
| Steel chains. | 80 |
| COW TIES— | |
| American. | 45 @ 50 |
| Niagara. | 45 @ 50 & 60 & 10 & 15 |
| Covert Mfg. Co. | 45 |
| Cotton. | 45 |
| Hemp. | 45 |
| Jute. | 45 |
| Sisal. | 35 1/2 |

Chain Guards

| | |
|----------------------|----|
| Aluminum S. & N. Co. | 50 |
|----------------------|----|

Carpet Stretchers

| | |
|---------------------------------|---------|
| Montross' "Excelsior," # doz. | \$6.00. |
| Bullard's. | 35 1/2 |
| Cast Iron, Steel points, # doz. | 80 |
| ockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings. | 25.00 |
| " B, Japd. | 21.00 |
| " C, Nickel | 23.00 |
| " D, Japd. | 21.50 |
| " E, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|-------------------------|---------|
| No. 12, Wire, Tinned. | \$4.00. |
| " 11, Wire, Coppered. | 1.50 |
| " 10, Wire, Tinned. | 1.20 |
| " 10, Wire, Galvanized. | 1.20 |

Cherry Stoners

| | |
|------------------------------|---------|
| Enterprise. | 25 @ 30 |
| Goodell's Family, net # doz. | \$3.00 |
| Reilman's, net, # doz. | 5.00 |

Chisels

| | |
|-------------------------------|--------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 75 @ 75 & 10 |
| L. & J. White. | 80 @ 30 & 5 |
| C. E. Jennings & Co., No. 70. | 25 @ 10 |
| Jennings & Griffin Mfg. Co. | 65 @ 2 & 10 |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|----------------------|
| W. & S. Butcher's. | \$4.75 @ \$5.00 to 2 |
| C. E. Jennings & Co. | 25 @ 10 |
| Jennings & Griffin Mfg. Co. | 25 @ 10 |
| Tanged Chisels. | 25 @ 10 |
| Tanged Gouges. | 25 @ 10 |
| Tanged Firmers. | 35 @ 10 |
| Tanged Gouges. | 35 @ 10 |
| L. & J. White. | 25 @ 10 |

COLD CHISELS—

| | |
|---------------------|---------|
| Good quality, # lb. | 12 @ 10 |
| Small's best, # lb. | 40 @ 5 |
| Cronk's. | 50 |

Cleaners, Sidewalk

| | |
|------------------|--------|
| Challenge Shank. | \$2.25 |
| Star Shank. | 3.25 |
| Star Bracket. | 4.00 |

Clippers

| | |
|-------------------------------|--|
| HORSE— | |
| Chicago Flexible Shaft Co.'s: | |

| | |
|-------------------------------|---------|
| Lightning Belt Clipping Mach. | \$15.00 |
| New '88, Chicago. | 7.75 |
| 1898 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|--------------------------|---------|
| Snow Flake. | |
| One-pint cans, # doz. | \$ 3.00 |
| One-quart cans, # doz. | 1.50 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 65.00 |

Cocks, Brass

| | |
|--|--------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sene, Racking, &c., Cocks. | 70 @ 10 @ 75 |

Coffee Mills

| | |
|---------------------|--------------|
| Box and Side. | 50 @ 10 @ 60 |
| Enterprise Mfg. Co. | 20 @ 25 |
| Lane Bros. Co. | 30 |

Compasses, Dividers, &c

| | |
|--------------------------------|--------------|
| Atrol Calipers and Dividers. | 40 |
| Bemis & Call Co.'s: | |
| Compasses. | 50 |
| Dividers. | 65 |
| Compasses, Calipers, Dividers. | 75 @ 75 @ 10 |

Coopers' Tools

| | |
|-------------------|-------------------|
| Barton's. | 20 @ 20 & 10 |
| L. & J. White. | 20 @ 20 & 10 |
| Sandusky Tool Co. | 25 @ 10 @ 50 @ 10 |

Corkscrews

| | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 35 1/2 |
| Humason & Beckley Mfg. Co. | 50 @ 10 |
| Samson, # doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|------------|
| Kreisinger Cut-Easy. | # Doz. |
| | net \$2.00 |

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 60 |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40 @ 45 |
| Smith's. | 25 |
| Snell's. | 40 |
| Wheeler's Patent. | 50 |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 30 |
| Dixon's. | |
| Eclipse. | 7 in., \$2.75; 9 in., \$4.38 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 3.12 |
| Solid. | 7.50 |
| Tallora, black, \$5.25; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|---------|
| Kohler's. | 40 |
| The Metal Stamping Co. | 40 |
| Southington Cutlery Co's. | 25 @ 10 |

Cutlery

| | |
|-------------------|----|
| Foster's Pocket. | 30 |
| Carriers' Pocket. | 30 |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|--------------|
| Walter B. Stevens & Son: | |
| Brass. | 40 |
| Embossed Gilt. | 30 @ 10 |
| Leather. | 40 |
| Union Hd'wre Co., new list. | 50 @ 60 @ 10 |

Door Checks

| | |
|-------------------------------|---------|
| Hardsley's. | 40 @ 45 |
| Columbia. | 50 @ 10 |
| Eclipse. | 60 @ 10 |
| Home. | 50 @ 10 |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|--------|
| Empire. | 50 |
| Superior. | 35 1/2 |

Door Springs

| | |
|-----------------------------------|---------------|
| Columbian Steel. | 20 |
| " Faultless. | 50 |
| Gem (Coll), list Oct. '95. | 25 |
| Pullman, Perfect. | 25 |
| Star (Coll), list Oct. '95. | 30 |
| Torrey's Rod, 39 in., # doz. net. | \$1.10 @ 1.25 |
| 48 in., | 1.30 |
| Victor, Coll. | 50 @ 10 @ 10 |
| Chicago Coll Springs. | 40 @ 10 |
| Reliance Coll Springs. | 40 @ 10 |

Drain Cleaners

| | |
|--------------------|--------|
| Iwan's Adjustable. | 55 |
| Iwan's Stationary. | 40 @ 5 |

Drawer Pulls

| | |
|---------------------------------------|---------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75 @ 10 |
| Sargent's list. | 60 |

Drawing Knives

| | |
|---------------------|--------------|
| Standard Makes. | 70 @ 10 @ 75 |
| Adjustable handle. | 25 @ 25 @ 10 |
| Jennings & Griffin. | 60 |
| Watrous. | 15 @ 10 |
| L. & J. White. | 20 @ 5 @ 25 |

Drills and Drill Stocks

| | |
|---------------------------------------|------------------|
| Automatic Boring Tools, Goodell's. | 40 @ 5 @ 40 @ 10 |
| Blacksmith's. | 60 |
| Breast, Goodell's. | 25 @ 30 |
| Breast, Miller's Falls, each \$5.00. | 15 @ 10 |
| Steamy bench. | 30 |
| Hand, Goodell's. | 30 @ 10 |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 35 1/2 |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|------------------------------|---------------|
| Holt-Lyon Co.: | |
| No. 5, Japanned, Dasher. | # Doz. # Gro. |
| flared. | \$0.25 \$0.50 |
| No. A, Japanned, 6 doz. | \$6.00 1.15 |
| No. 1, Tinned. | 1.40 18.00 |
| No. B, Japanned, hotel size. | 1.35 23.00 |
| flared. | |
| No. 6, Japanned, Dasher. | 1.85 19.00 |
| No. 2, Tinned, hotel size. | 3.00 24.00 |

Escutcheons

| | |
|-------|----|
| Wood. | 25 |
|-------|----|

Farriers' Knives

| | |
|-------------------|--------|
| "Challenge". | # Doz. |
| | \$2.00 |
| Pope's. | 5.00 |
| Wilkinson's, net. | 5.00 |
| Wostenholm's. | 3.25 |

Faucets

| | |
|------------------------------------|--------------|
| Iron Petroleum. | 70 @ 70 @ 10 |
| John Sommer's "Peerless," Tin Key. | 40 |
| "Boss," Tin Key. | 50 |
| "Victor," Metal Key. | 50 @ 10 |
| "Duplex," Metal Key. | 60 |
| "I. X. L., Cork Lined. | 50 |
| "Reliable," Cork Lined. | 50 @ 10 |
| "O. K., Cork Lined. | 50 |
| "Chicago," Cork Lined. | 60 |
| "Perfection," Cedar. | 40 |
| "No Brand," Cedar. | 50 |

SELF MEASURING—

| | |
|-------------------|--------------|
| Enterprise # doz. | \$25.00. |
| Lane's. | 40 @ 10 |
| | \$40.10 @ 35 |

Files

DOMESTIC—

| | |
|--------------------------|------------------------|
| New list, Nov. 1, 1899: | |
| American. | 75 @ 10 @ 75 @ 10 @ 10 |
| Arcade. | 75 @ 10 @ 75 @ 10 @ 10 |
| J. Barton Smith. | 75 @ 10 @ 75 @ 10 @ 10 |
| Dixson's. | 75 |
| Dixson's Superfine. | 75 |
| Eagle. | 75 @ 10 @ 75 @ 10 @ 10 |
| Great Western. | 75 @ 10 @ 75 @ 10 @ 10 |
| Kearney & Foot. | 75 @ 10 @ 75 @ 10 @ 10 |
| McClellan. | 75 @ 10 @ 75 @ 10 @ 10 |
| Nicholson. | 70 @ 10 @ 75 @ 10 |
| Nicholson's X. F. Files. | 40 @ 40 @ 10 |
| Royal. | 80 @ 30 @ 10 |

IMPORTED—

| | |
|---------|--------------------------|
| Stub's. | Stub's list, 80 @ 35 1/2 |
|---------|--------------------------|

Filters

| | |
|----------------------------|------------------|
| Acorn. | 50 |
| Fulper's Natural Stone. | \$3.50 @ \$15.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|--------------|
| Am. Fish Hook Co. list. | 80 @ 60 @ 10 |
| Kirby & Limerick, low list (soc. base). | 10 |

Fishing Tackle

| | |
|---------------------------------|---------|
| Blahop's. | # Doz. |
| Level Winding Jeweled Reel. | \$78.00 |
| Level Winding Steel Pivot Reel. | 65.00 |
| Auto Even Spooler. | 30.00 |
| Gun Cleaner. | 4.20 |
| Lightening Fish Scalor. | 5.00 |
| Fish Hook Shield. | 3.00 |

Fish Scalors

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60 @ 20 |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 5 6 |
| Net. | \$1.15 \$1.25 \$1.60 \$1.95 \$2.30 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20 @ 25 |
|-------------|---------|

Fry Pans

| | |
|------------------------|-----------------------------|
| Standard list. | |
| No. | 1 2 3 4 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 |
| # doz. | \$5.00 \$5.50 \$6.00 \$6.50 |
| Kitchen Specialty Co.: | |
| Size AA. | Net # Gro. |
| " B. | \$8.10 |
| " C. | 9.30 |
| " D. | 9.30 |
| " E. | 9.30 |

Gauges

| | |
|---|---------|
| Bemis & Call's Steel. | 50 |
| Clapboard. | 55 @ 10 |
| Dixson's Mortise. | 70 |
| Marking Mortise, etc. | 60 |
| Stanley's. | 35 |
| Starrett's Surface, Center and Scratch. | 25 @ 10 |
| Wire, Mores. | 25 |
| Wire, P. S. & W., low list. | 35 1/2 |

Gimlets

| | |
|---------------------------|-----------------|
| "Diamond" Gimlets, # gro. | \$4.00 @ \$4.25 |
| Double Cut. | 40 @ 10 @ 50 |
| Metals. | 50 @ 10 |
| Wood Head. | 50 |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|--------------|
| Le Pages Liquid. | 25 @ 25 @ 10 |
| Mytic. | 40 |
| Martins. | 40 @ 10 |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|--------------------------------|--------------|
| Dixon's Pure Flake: | |
| 632—1 lb. cans. | 30c. ea |
| 633—5 lb. screw top tin cans. | 55c. ea |
| 634—10 lb. screw top tin cans. | \$1.80 ea |
| 644—25 lb. boxes. | 15c. lb |
| 645—50 lb. boxes. | 14 1/2 c. lb |
| 646—100 lb. kegs. | 14c. lb |
| 647—300 lb. barrels. | 12c. lb |

Grindstone Fixtures

| | |
|-----------------------|--------------|
| Cronk's. | 50 |
| Forest City. | 30 @ 30 @ 10 |
| Sargent's Patent. | 60 @ 10 @ 10 |
| Stowells Extra Heavy. | 50 @ 10 @ 10 |
| Stowells Light. | 60 @ 10 |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafts

| | |
|------------------|--------|
| Brittons, # doz. | \$6.50 |
|------------------|--------|

Halters

| | |
|--------------------|---------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 30 @ 10 |
| Sisal Rope. | 30 @ 10 |
| Web Halters. | 35 @ 5 |

Hammers

| | |
|--|----------------------|
| HANDLED HAMMERS— | |
| Magnetic tack, Nos. 1, 2, 3, \$1.25 \$1.50 | |
| \$1.75. | 50 |
| Maydole's, new list. | 35 1/2 @ 5 @ 40 @ 10 |
| Sargent's new list. | 40 |
| Fayette B. Plumb: | |
| Plumb, A. F. Nail. | 35 @ 10 @ 10 |
| Engineers and B. S. Hand. | 50 @ 12 1/2 |
| Quaker City Hammers. | 40 @ 10 |
| Riveting and Timbers. | 40 @ 2 1/2 |
| HEAVY HAMMERS & SLEDGES— | |
| Under 5 lb 50c lb. | 30 @ 5 |
| 5 to 15 lb 40c lb. | 30 @ 5 |
| Over 15 lb 30c lb. | 30 @ 5 |
| Wilkinson's Smiths. | 9 1/2 @ 10 @ 10 1/2 |

Hammock Ropes

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute. | 40 @ 5 |
| Sisal. | 30 |

Handles

| | |
|--|------------------|
| Handles | |
| WOOD— | |
| Auger, assorted, # gro. | \$2. |
| Auger, large, # gro. | 2 1/2. |
| Auger, Ives' Pat., No. 1 | 60 @ 10 |
| No. 2 to 3 1/2. | 60 @ 10 |
| Axe, Pick, etc. | 60 & 75 @ 60 & 1 |
| Bliss Mfg. Co.: | |
| Chisel | |
| Brad A w l | } 25 @ 10 |
| File | |
| Auger | |
| Soldering Iron | |
| Brad A w l, # gro | \$1.75 @ 32 |
| Chisel, Worcester, leather capped, # doz | 1.00 @ 32 |
| net | |
| File, assorted, # gro. | \$1.00 @ 32 |
| Firmer, Chisel, Apple, assorted, # gro | \$3.25 @ 32 |
| Hammer, Hatchet. | 60 @ 1 |
| Woe, Rake and Fork | 45 @ 1 |
| Rolling Hdr | 25 @ 1 |

SPRING HINGES—

| | |
|--|--------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30&10% |
| Gem..... | 30&10% |
| Oxford..... | 30&10% |
| Acme, Steel..... | 35% |
| Acme, Brass..... | 25% |
| Niles Mfg. Co..... | 30&10% |
| Superior..... | 35% |

GATE HINGES—

| | |
|--|------------|
| Clark's, Nos. 1, 2, 3..... | 50&100&10% |
| N. E., 1 doz., \$7.50..... | 80% |
| N. E., Reversible, 1 doz., \$5.50..... | 60% |
| N. Y. State, 1 doz., \$4.50..... | 60% |
| Western, 1 doz., \$4.50..... | 60% |

BLIND HINGES—

| | |
|---|---------------|
| Parker..... | 70&100&70&10% |
| Sargent's, Nos. 1, 3, 5, 11, 13..... | 75% |
| W. H. Co's, No. 3 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.50 1/2 doz. sets..... | 30&10% |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30&10% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|--------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 65&10% |
| Maalin Kettles, &c..... | 60% |
| "Porcelainized"..... | 50% |

STOVE HOLLOW WARE—

| | |
|--------------------------------|---------------|
| Blacklock: | |
| Ground..... | 55&60&10% |
| Plain or Unground..... | 60&65% |
| Country Ware 100 lbs. net..... | \$2.75&\$3.00 |
| Enameled Ware..... | 50&55&10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maalin Kettles..... | 70% |
| Tinned Boilers and Sancepans..... | 40% |
| Enameled..... | 50% |

GLUE POTS—

| | |
|---------------|-----|
| Tinned..... | 35% |
| Enameled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|--------|
| Jennings & Griffin's..... | 35&45% |
| Wadsworth's..... | 55&10% |

CAST IRON—

| | |
|-----------------------------------|------------|
| Celling, Sargent's list..... | 50&100&80% |
| Chandler..... | 60&60&10% |
| Clothes Line, Sargent's list..... | 50&10&10% |
| Coat and Hat, Sargent's list..... | 50&10&60% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 60&60&10% |
| Lamp..... | 60&60&10% |
| Picture..... | 50&10% |
| Screw Hat..... | 60&10&70% |
| Wardrobe..... | 60&10&10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 1/2 doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60&10% |
| Wire Coat and Hat, Gem..... | 70&10% |
| Wire Ceiling, Gem..... | 70&10% |

MISCELLANEOUS—

| | |
|------------------------------------|-----------|
| Belt..... | 30&10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35&45% |
| Grass, Wadsworth's..... | 60% |
| Cronk's, Grass, 1/2 doz..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60&10&10% |
| Hooks and Eyes, Mail Iron..... | 70&10% |
| Cotton, box and hay..... | 60&10&10% |

Horse Clippers

| | |
|-------------------|--|
| See Clippers..... | |
|-------------------|--|

Horse Nails

| | |
|---|-------------------------------|
| Nos..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 21c 21c 40&10% |
| American, all sizes, net..... | 9&10% |
| Nos..... | 6 7 8 9 10 |
| Anchor and 1/2c. net for all sizes 5 to 10. | |
| New Haven..... | |
| Nos..... | 6 7 8 9 10 |
| Amable..... | 25c 25c 25c 21c 21c 50&10% |
| C. B. K..... | 25c 25c 21c 21c 21c 40% |
| Capwell..... | 19c 18c 17c 16c 16c 10&10% |
| Champion..... | 25c 25c 25c 21c 21c 40&10&50% |
| Clinton Fin..... | 19c 17c 16c 15c 14c 30&10% |
| Essex..... | 25c 25c 25c 21c 21c 40&10&50% |
| Lyra, all sizes, net..... | 9&10% |
| Livingston..... | 10&10% |
| Mand S..... | 25c 25c 21c 21c 21c 50% |
| Neponset, Nos. 5 to 10, 1/2 lb..... | 12c |
| Northwestern..... | 25c 25c 25c 21c 21c 25&25&10% |
| Putnam..... | 25c 21c 20c 19c 18c 35&10% |
| New Putnam..... | 19c 18c 17c 16c 16c 10&10% |
| Vulcan..... | 25c 21c 20c 19c 18c 25&10% |
| Western..... | 40&10% |

Horse Shoes

| | |
|------------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, 1/2 keg..... | \$4.00 |
| Steel, 1/2 keg..... | 5.75 |

Horse Ties

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Steel..... | 35&45% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 60% |
| Niagara..... | 60% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40&10% |
| Reliable..... | 50&10% |
| Staple..... | 60&10% |
| Standard..... | 70&10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 30&30% |
| Steam..... | 70% |

Ice Awns, Chippers &c

| | |
|-----------------------------------|------------|
| Copeland Ice Pick, 1/2 gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awns..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

| | |
|------------------------------|--|
| See Freezers, Ice Cream..... | |
|------------------------------|--|

Ice Shredders

| | |
|----------------------------------|---------------|
| Enterprise, No. 33, 1/2 doz..... | \$4.00 25&30% |
| No. 34, 1/2 doz..... | 15.00 25&30% |

Jack Chain

| | |
|----------------|--|
| See Chain..... | |
|----------------|--|

Jacks

| | |
|----------------------|--|
| See Wagon Jacks..... | |
|----------------------|--|

Jack Screws

| | |
|-----------------|--|
| See Screws..... | |
|-----------------|--|

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 30&25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|------------|
| Kimball's: | |
| Bread Knives, 1/2 doz..... | \$1.50 30% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 1/2 doz..... | \$1.50 |
| Poster Bros., Butcher, &c..... | 30% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40&10% |
|----------------|--------|

Knife Sharpeners

| | |
|---------------------------------|------------|
| Pike's: | |
| Nat. Grit Carving Knife Hones | |
| 1/2 doz..... | \$3.00 |
| Solid Stone Carving Knife Hones | |
| 1/2 doz..... | \$2.50 40% |
| Quick Edge Pocket Knife Hones | |
| 1/2 doz..... | \$3.00 |
| Mounted Kitchen Sandstone | |
| 1/2 doz..... | \$1.50 |

Knobs

| | |
|---|---------------|
| Bardley's wood, door, shutter and base..... | 10&15% |
| Base, rubber tip, 2 1/2 in bead, 1/2 gro..... | \$1.15&\$1.25 |
| Door Mineral..... | 65&470c |
| Door Por. Jap'd..... | 70&75 |
| Door Por. Nickel..... | \$2.10&\$2.20 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40&10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|--------|
| Cronk's barn door, net..... | \$2.00 |
| Lane's Barn Door..... | 40&10% |

Lawn Mowers

| | |
|--------------------------------|-------------|
| Champion..... | 75&10% |
| Clipper Improved..... | 50&10&10&5% |
| Enterprise..... | 40&10% |
| Genuine Philadelphia Mowers: | |
| Style M, S, C, K, T..... | 70&10% |
| Style A (all steel)..... | 60&10% |
| Style E, low wheel..... | 60&10% |
| Style E, high wheel..... | 70&10&5% |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 60% |
| New Departure, high wheel..... | 70&10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60&10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25&30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Delay, net, 1/2 doz..... | \$7.50 |
| Mytic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Leads

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Steel..... | 35&45% |

Lemon Squeezers

| | |
|---|-----------------------------------|
| Berger Bros., 1/2 doz..... | 8 in., \$1.00; 10 in., \$1.40 20% |
| Hotchkiss, Straight Flush, 1/2 doz..... | \$9.50 |
| Little Giant..... | 50&50&55% |
| Porc. lined, Iron, 1/2 doz..... | \$1.75 |
| Porc. lined, Wood, 1/2 doz..... | \$1.25 |
| Wood, common, 1/2 gro..... | No. 0, \$5.25 |
| | @ \$5.50; No. 1, \$5.50&\$5.50 |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's.: | |
| Hexagon..... | 25&10% |
| Iron Bench, new design..... | 25&10% |

Lifters

| | |
|--------------------------|--|
| See Transom Lifters..... | |
|--------------------------|--|

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 20 feet..... | 40&10% |
| Cotton Trol..... | 30% |
| Samson Cot., Nos. 4, \$3.50; 4 1/2, \$2.75..... | 30% |
| Silver Lake braided, 1/2 gro., Nos. 0, \$8.00; 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 30% |
| Wire Clothes: | |
| 18 19 20 | |
| 1000 feet..... | \$2.35 \$2.00 \$1.75 |
| 75 feet..... | 1.30 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, & C—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|--------|
| Eagle Lock Co..... | 35&10% |
| Corbin..... | 35&10% |
| Yale..... | 35&10% |

PADLOCKS—

| | |
|---|------------|
| Acme bicycle and satchel, 1/2 doz., \$9.00..... | 40% |
| Ames Sword Co..... | 40&45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egge bicycle..... | 50% |
| Wrought iron..... | 75&100&80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 35&10% |
| Eagle..... | 40% |

Machine Bolts

| | |
|----------------|--|
| See Bolts..... | |
|----------------|--|

Mail Boxes

| | |
|----------------------|--|
| See Boxes, Mail..... | |
|----------------------|--|

Mallets

| | |
|--|----------|
| Hickory..... | 45&5&50% |
| Lignumvitae..... | 45&5&50% |
| Bills: | |
| Carpenters, Tinnors, Box, Carvers..... | 35&10% |

Maslin Kettles

| | |
|----------------------|--|
| See Hollow Ware..... | |
|----------------------|--|

Mattocks

| | |
|----------------------------------|------------|
| Cronk's Garden, net 1/2 doz..... | \$4.00 |
| Regular Goods..... | 70&100&75% |

Meat and Food Cutters

| | |
|--------------------------------|---------------------------------|
| American..... | 30% |
| Nos..... | 1 2 3 4 B 5 |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$60 |
| Dixon's, 1/2 doz..... | \$8 \$12 \$15 \$20 \$40 \$100 |
| Nos..... | 1 2 3 4 |
| Enterprise..... | \$14 \$17 \$19 \$30 25&25&7&10% |
| Nos..... | 5 10 12 20 22 32 |
| Each..... | \$2 \$3 \$2.75 \$6 \$4.50 \$6 |
| Little Giant..... | 40&50% |
| Nos..... | 806 810 812 820 822 |
| Each..... | \$25 \$26 \$44 \$72 \$85 |
| Woodruff's, 1/2 doz..... | 40&50% |
| Nos..... | 100 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25&30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25&30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Cosmic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |
| f. o. b. New York or Chicago..... | |

Melting Ladles

| | |
|--|-----------|
| Monroe's Patent, 1/2 doz., \$4.00..... | 40% |
| Sargent's..... | 60&60&10% |

Mitre Boxes

| | |
|-------------------------------|--------|
| C. E. Jennings & Co..... | 30&10% |
| Seavey's, 1/2 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. \$40 to \$60..... | 30% |
| Nos. 50 and 60..... | 25% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

| | |
|--|-----------|
| See Review of the Markets for Quotations. | |
| Wire nails and brads, Papered Assn list, July, 1899..... | 85&85&10% |

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60&10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|---------------------------------------|---------|
| 'Gem,' 1/2 gross lots, 1/2 gross..... | \$31.00 |
| less quantity, 1/2 dozen..... | 2.00 |

Nail Pullers

| | |
|--|------------|
| Ajax, 5 lbs., 1/2 dozen, net..... | \$7.50 |
| Black Hawk, 1/2 dozen..... | 9.00 |
| Cyclops..... | 60&100&50% |
| Cronk's, 1/2 dozen, net..... | \$12.00 |
| Eureka, No. 74, 1/2 doz., net..... | \$2.50 |
| Eureka, No. 75, 1/2 doz., net..... | \$3.00 |
| Giant, No. 1, 1/2 doz., \$18.00; No. 1 1/2, \$16.50; No. 2, \$15.00..... | 30&5% |
| Lightning, 1/2 doz., \$18.00..... | 30% |
| Morris No. 1, list \$20.00..... | 50% |
| National, 1/2 doz., \$24.00..... | 10% |
| Pelican, 1/2 doz., \$9.00..... | 40&40&10% |
| Rollis Hardware Co., No. 1, \$18.00..... | 50&10% |

Nail Sets

| | |
|----------------------------------|-----------|
| Hunters, Cup Point, knurled..... | \$10.00 |
| Hunters, Cup Point, plain..... | 9.00 |
| Octagon..... | 4.00&4.75 |
| Round, assorted..... | 3.00&3 |

IRON PLANES—

| | |
|----------------------------|--------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 50&10% |
| Standard Tool Co. | 50&10% |
| Stanley Rule & Level Co. | 50&10% |
| Bailey's | 40% |
| Miscellaneous | 55% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 80% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 16%&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 20&5&25% |

| | |
|--------|-----------|
| Button | 75&10&75% |
|--------|-----------|

Crank & Carrier:

| | |
|--------------------------|--------|
| Pliers | 60&10% |
| No. 1 | \$3.25 |
| " 30, net | 75&10% |
| " 40 | 80% |
| " 50 | 40&10% |
| " 65 | 50% |
| " 70 | 50&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers | 60% |
| Smith's Side Cutting | 25% |

Plo Bolts

See Bolts.

Plumb Bobs

| | |
|---------------------|-----|
| Keuffel & Esser Co. | 35% |
|---------------------|-----|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davis' | 20% |
| Inclinometers | 25&10% |
| Iron Levels | 70% |
| Diston's | 25% |
| Machinists' | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Poachers

See Egg Poachers.

Police Goods

| | |
|---------------|-----|
| Tower & Lyons | 25% |
|---------------|-----|

Polish Metal

| | |
|--------------------------------------|--------|
| Prestoline Liquid, new list | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 8 oz boxes | \$.50 |
| " gross | 4.50 |
| " 4 pound boxes, 1 dozen | 1.25 |
| " 1 pound boxes, 1 dozen | 1.25 |
| U. S. Liquid, 8 oz cans, 1 dozen | 12.00 |
| " gross | 1.75 |
| Barkespeer's Friend Metal Polish | 18.00 |
| " 1 dozen | 18.00 |
| " gross | 18.00 |

Polish Stove

| | |
|---|--------|
| Black Eagle benzine paste, 5 lb cans, 1 lb. | 10c |
| Black Eagle, liquid, 10 oz. cans, 1 doz. | 75c |
| Black Jack paste, 1 lb cans, 1 gross | 9.00 |
| Black Kid paste, 5 lb cans, each | 65c |
| Ladd's Black Beauty, 5 lb cans, 1 gross | \$5.75 |
| Joseph Dixon's, 5 lb gross, 1 gross | 8c |
| Dixon's Plumbago, 1 lb. | 2.50 |
| Fireclay, 1 gross | 10c |
| Gem, 1 gross, \$4.50 | 10c |
| Japanese, 1 gross | 8.50 |
| Jet black, per gross | 1.50 |
| Peerless Iron enamel, 10 oz. cans, 1 doz | 70c |
| Wyn's | 1.00 |
| Black silk, 5 lb. pall, each | 1.00 |
| Black silk, 1 lb. box, 1 doz. | 75c |
| Black silk, 5 oz box, 1 doz. | 1.00 |
| Black silk, 1/2 pint liquid, 1 doz. | 1.00 |

Poppers, Corn

| | | |
|---------------|-------|---------|
| Square. | # Doz | # (GPO |
| 1 qt..... | | \$ 9.00 |
| 1 1/2 qt..... | | 11.00 |
| 2 qt..... | | 18.50 |

Post Hole Diggers

| | |
|----------------------------------|-----------------------|
| Avery's | 60% |
| Diston's Samson Digger, 1/2 doz. | 34% |
| Kohler's | |
| Little Giant | 1/2 doz., net \$12.00 |
| Hercules | 9.50 |
| Invincible | 9.50 |
| Pioneer | 7.20 |
| Universal | 13.00 |
| New Champion | 5.00 |
| Rival | 5.00 |
| Ryan's | 1/2 doz., \$20.00 |
| Iwan's | 1/2 doz |
| split handle | net \$6.75&7.00 |
| Perfection | 7.25&7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | 1/2 doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|-----------|
| Hoe Down Hooks | 75&10&25% |
| Hop Hooks | 60&10&25% |
| Potato Hooks | 70% |

Powder

See Ammunition.

Presses

See Fruit and Jelly Presses.

Primers

See Ammunition.

Pruning Hooks and Shears

| | |
|--|---------|
| Cronk's Pruning Shears, all styles | 35% |
| Diston's Combined Pruning Hook and Saw, 1/2 doz. | \$18.00 |
| Diston's Pruning Hook, 1/2 doz. | \$12.00 |
| Smith's | |
| Pruning Shears | 60&10% |
| Rockdale Pruners | 35% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's Pruning Tools | 40% |
| P. S. & W. Co's Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| Awning | 60&10&10% |
| Axle | 50&10&60% |
| Brass screw | 45&10% |
| Ceiling | 50&10&60% |
| Clothes line, Japanned | 60% |
| Common Saws | 60% |
| Dumb Walker | 60&10&10% |
| Empire Sash Pulley | 60% |

For all steel

| | |
|---------------------------------------|-----------|
| Grand Rapids, all steel | 50% |
| Hay Fork, swivel eye, 1/2 doz., 4 in. | \$3.75 |
| 5 in. | \$5.00 |
| Hay Fork, Hartz, 1/4 in., 1/2 doz. | \$6.00 |
| Hay Fork, 5 in., solid | \$5.70 |
| Hot House | 50&10&10% |
| Stowell's Anti-Friction, 5 in. wheel, | 40% |
| 1/2 doz. | \$12.00 |
| Side, Anti-Friction | 60% |
| Shade rack | 50&10&10% |
| Upright | 50&10&10% |

Pumps

| | |
|---|-----------|
| Cistern, best grades | 60&10&10% |
| Pitcher Spout, best grades | 75&10% |
| Power Pumps, Myers' | 50% |
| Spray Pumps, Myers' | 50&10% |
| Spray Pumps, Kohler's | |
| Daisy, net 1/2 doz. | \$ 7.50 |
| Mechanical, net 1/2 doz. | 7.50 |
| F. E. Myers & Bro., low list | |
| No. 1, Fig. 329, 8 in. Shallow Well | 13.00 |
| Pump | |
| No. 3, Fig. 338, 3 1/2 in. Shallow Well | 15.00 |
| Pump | |
| No. 5, Fig. 307, 8 in. Deep Well | 15.00 |
| Pump | |
| No. 14, Fig. 321, 3 in. Deep or Shallow Well Pump | 17.00 |
| No. 22, Fig. 323, 3 in. Deep Well | 15.00 |
| Pump | |
| No. 54, Fig. 331, 3 in. Shallow Well | 17.00 |
| Pump | |
| No. 59, Fig. 333, 3 1/2 in. Shallow | 17.00 |
| Well Pump | |
| No. 70, Fig. 333, 2 1/2 in. Deep Well | 15.00 |
| Pump | |
| No. 72, Fig. 333, 3 in. Deep Well | 15.00 |
| Pump | |
| No. 102, Fig. 448, 3 in. Lift Pump | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 11.00 |
| No. 128, Fig. 510, 3 in. Lift Pump | 7.00 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | 8.50 |
| No. 225, Fig. 339, Windmill Pump | 12.50 |
| No. 235, Fig. 408, Windmill Pump | 16.00 |
| No. 240, Fig. 408, Regulator Pump | 28.00 |
| No. 302, Fig. 477, Spray Pump, complete | 11.50 |
| No. 330, Fig. 547, Knapsack Spray | 10.00 |
| Pump | |
| Discount 50% f. o. b. Ashland | |
| No. 268, Fig. 515, Low Down Tank | 5.00 |
| Force Pump, net | |
| No. 320, Fig. 492, Bucket Spray | 2.00 |
| Pump, net | |

Punches

| | |
|--------------------------|--------|
| Hemis & Call Co's | |
| Cast Steel Drive | 50% |
| Morrill's | 50% |
| Niagara Hollow | 45% |
| Niagara Solid | 55% |
| Saddlers' or Drive, good | 80&65% |
| Snells' Tanners' | 40&5% |

Rail

| | |
|--|------------------|
| Barn Door, Light, Inches | 1/2 1/2 1/2 |
| 100 feet | \$1.50 1.35 2.30 |
| Barn Door, "None Better" No. 1, 1/2 ft. | 35c |
| Barn Door, "None Better" No. 2, 1/2 ft. | 4c |
| B. D. for N. E. Hangers | |
| Angular, 1/2 ft. 6c | 70% |
| Double Flange, 1/2 ft. 8c | 70% |
| Cronk's | 1/2 ft |
| O. N. T. style, No. 13 | 2 1/2c |
| Double braced, No. 10 | 2 1/2c |
| Lane's | |
| O. N. T. 1 in., 100 ft. net | \$2.75 |
| O. N. T. 1 1/2 in., net | 3.00 |
| O. N. T. 1 1/2 in., net | 4.00 |
| Hinge Hanger, 1 in., 100 ft. | 3.50 |
| 1 1/2 in. | 3.95 |
| Stowell's Wrought steel | |
| Sliding Door, Bronzed Wrought Iron, | 1/2 ft. |
| 1/2 ft. | 6 1/2c |
| Sliding Door, Steel, Brass Plated, 1/2 ft. | 5 1/2c |
| Sliding Door, Wrought brass, 1 1/2 in 1/2 | 85c |
| Victor Track Rail, 7c 1/2 ft. | 60&10&25% |

Rakes, Etc

| | |
|---------------------|----------------------|
| Cronk's | |
| Malleable | 70&10% |
| New Champion | \$2.75 4.00 4.25 net |
| Victor | \$3.00 3.25 3.50 net |
| Anti-Clog Lawn | 25% |
| Never Break Garden | 75&10% |
| Queen City Lawn | 40% |
| Kohler's | |
| Lawn Queen, 24 | Net |
| " 30 | \$3.15 |
| " 36 | 8.25 |
| Jumbo Lawn, 36 | 5.4c |
| Paragon (wood head) | 2.50 |
| Steel Garden, 10th | 2.00 |
| " 12th | 2.10 |
| " 14th | 2.25 |
| " 16th | 2.40 |

Razors, Horse

| | |
|--------------------------|-------------|
| Diston's | 75% |
| New Nicholson Horse Rasp | 70&10&75&5% |

See also Files.

Razors

| | |
|-------------------------------------|----------|
| Electric | List Net |
| Horacic | 60% |
| Fox | 50% |
| J. R. Torrey Razor Co. | 20% |
| Wostenholm & Butcher, 10.00 to 2.00 | 10% |

Razor Hones

| | |
|-------------------------------------|-------------|
| Pike Mfg. Co. | |
| Belgian German and Swaty, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

| | |
|--------------------------------------|-----------|
| HOT AIR— | |
| New list, July 1, 1906: | |
| Black Japanned, White Japanned, | |
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated | 70&70&10% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwans' Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|------------------------------------|--------|
| Bishops' | |
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |

Rings

See Bull and Hog Rings.

Rivets and Burrs

COPPER—

| | |
|-----------------|----------|
| Belt with Burrs | 45&45&5% |
| Hoe with Burrs | 45&45&5% |

IRON OR STEEL—

| | |
|-------------------------|-----------|
| New list, Jan. 8, 1904. | |
| Tinners | 75&75&45% |
| Miscellaneous | 75&75&45% |

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | |
|-----------|-------------------------|
| Cronk's | |
| No. | 50 55 58 60 65 |
| 1/2 Dozen | 30c .30c .75c .75c .75c |

Rope

| | |
|-------------------------|---------|
| Cotton Rope | 1/2 lb |
| Best 1/2 in. and larger | 18 1/2c |
| Medium | 14 1/2c |
| 1/2 in. and larger | 10 1/2c |
| Common | 10 1/2c |

Jute Rope

| | |
|---------|--------|
| A grade | 8 1/2c |
| C grade | 5 1/2c |

Manilla Rope

| | |
|---------------------|---------|
| 7-16 in. and larger | 12 1/2c |
| 1/2 in. | 18c |
| 1/2 and 5-16 | 18 1/2c |

Signal Rope

| | |
|--------------------|---------|
| 1/2 in. and larger | 10c |
| 1/2 in. | 10 1/2c |
| 1/2 and 5-16 in. | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|--------------|-----------------|
| Athol, Steel | 35% |
| Boxwood | 60&10&60&10&10% |
| Ivory | 35&10&35&10&35% |

Keuffel & Esser Co.

| | |
|---------------|--------|
| Folding, wood | 35&10% |
| steel | 35&10% |

Larkin's

| | |
|--------------------------|--------|
| steel | 50&10% |
| Lumber | 60% |
| Miscellaneous, Stanley's | 60% |

Sad Irons

DOVER ASBESTOS—

| | |
|-----------|-----|
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Sleeve | 50% |
| Tourist | 50% |
| Toy | 50% |

Black

| | |
|-------------------------------------|--------|
| Plain black in cases, 100 lbs. | \$2.75 |
| Bronze finished in cases, 100 lbs. | 3.15 |
| Aluminum finish, in cases, 100 lbs. | 2.95 |
| Full nickel, in cases, 100 lbs. | 3.75 |

COLD HANDLED—

| | |
|----------------------------|----------|
| Enterprise Mfg. Co. of Pa. | 30&5&45% |
|----------------------------|----------|

Safety Fuse

See Fuse.

Safety Lifts

| | |
|----------------------|-----------|
| Burr Mfg. Co., steel | 70&10&10% |
|----------------------|-----------|

Sand and Emery Paper and Cloth

| | |
|------------------------------|-----------|
| Basden, Adamson & Co's list: | |
| Emery cloth | 50&10&60% |
| Garnet paper | 25% |
| Flint and emery paper | 50&10&60% |

Sash Balances

| | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pulman | 50&10&60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|---------------------|-----------|
| Competition | 50&10% |
| Giant | 40% |
| Monarch B. C. Co. | 70% |
| Pulman bronze | 70&10&10% |
| Pulman cop steel | 70&10&10% |
| Royal metal | 65&5% |
| Steel B. C. Co. | 70&10% |
| Steel, copperplated | 70% |
| Victor bronze | 70% |
| Victor steel | 75% |

Sash Cord & Weight Fastener

| | |
|------|-----|
| Ives | 40% |
|------|-----|

Sash Cord

| | |
|-----------------------------|------------|
| Cable Laid Italian, 1/2 lb. | 16&18c |
| Cable Laid Russia, 1/2 lb. | 15c |
| Common India, 1/2 lb. | 10&10 1/2c |
| Patent Russia, 1/2 lb. | 14c |
| Patent India, 1/2 lb. | 12 1/2&18c |

Silver Lake:

| | |
|---------------------------|-----|
| A Quality, drab, 1/2 lb. | 40c |
| B Quality, white, 1/2 lb. | 35c |
| R Quality, drab, 1/2 lb. | 35c |
| R Quality, white, 1/2 lb. | 30c |

Sash Fasteners

| | |
|--------------------------|-----|
| Imperial | 35% |
| Sash rollers | 70% |
| Ives casement fasteners | 40% |
| Champion | 50% |
| Monitor, steel | 25% |
| Shutter sheaves | 60% |
| Window screen sash lifts | 65% |

Sash Locks

| |
|----|
| Ch |
|----|

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural Implements

Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

"Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits

John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

Automobiles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Automobile Sundries

Geo. W. Nock Co., Philadelphia, Pa.

Awnings

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes

National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease

Frazer Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil

Frazer Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal

Magnolia Metal Co., New York

Balances, Sash (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet Forks

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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C. E. Jennings & Co., New York, N. Y.

Bells and Gongs

John H. Graham & Co., New York

Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries

Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Blocks, Tackle

Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners

Cary Mfg. Co., New York

Box Hasps and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Braces, Carpenters

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets

E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

Builders' Hardware

Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.

Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

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John Chatillon & Sons, New York

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Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinets, Medicine

Udell Works, Indianapolis, Ind

Calipers

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers

John H. Graham & Co., New York

Carpenters' Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Casters

Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist

Jos. F. McCoy Co., New York.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Onida Community, Onida, N. Y.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Onida Community, Kenwood, N. Y.

Chains, Halter

Onida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Onida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet

E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)

Pullman Mfg. Co., Rochester, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Combination Squares

A. W. Hight, Toledo, O.

Conductor Pipe

American Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Copper Ware

Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery

Davies Automatic Shear Co., New York

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John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lambson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers

Fanner Mfg. Co., Cleveland, O.
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Diamond Tools

The Tanite Co., Stroudsburg, Pa.

Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks

Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles

Alfred Field & Co., New York

Door Holders

Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Checks and Springs

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The Tanite Co., Stroudsburg, Pa.
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
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Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
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Enterprise Foundry & Fence Co.,
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Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Fishing Tackle**
Clark, Horrocks & Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**
American Tube and Stamping Co.,
Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
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- Forks**
American Fork & Hoe Co., Cleveland, O.
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John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Lids**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Galvanized Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Garbage Cans**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
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- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago
- Grade Finders**
American Combined Level & Grade
Finder Co., Railroad, Pa.
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grinding Machines**
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**
Henry Diaston & Sons., Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven,
Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls,
New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Fraser Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Fraser Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Hooks and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoist (Chain)**
Jos. F. McCoy Co., New York.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Household Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Hoof Oil**
Fraser Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**
Capewell Horse Nail Co., Hartford, Conn
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.
- Holders, Pillow Sham and Dust
Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Ice Balances**
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Inclinometers**
Bradford Union Mfg. Co., Bradford, Pa.
- Ironing Boards**
Tyrone Ironing Board Co., Tyrone, Pa.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago,
Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport,
Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Keys and Blanks**
Geo. W. Nock Co., Philadelphia, Pa.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders, Rolling**
Bicycle Step Ladder Co., Chicago,
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.
- Levels**
American Combined Level & Grade
Finder Co., Railroad, Pa.
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**
Bradford Union Mfg. Co., Bradford, Pa.
- Lifting Jacks**
Barth Mfg. Co., Milwaukee, Wis.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks**
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.
- Locks and Knobs**
John H. Graham & Co., New York
- Locksmiths' Supplies**
Geo. W. Nock Co., Philadelphia, Pa.
- Lubricants**
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Diaston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Kenfel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops

Bay State Mop Co., Woburn, Mass.

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans

Atlantic Stamping Co., Rochester, N. Y.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber

Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Paints

Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Patents

Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove

Jos. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ills.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishing Pastes

The Tanite Co., Stroudsburg, Pa.

Postal Scales

Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and
Sheffield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Reamers

C. E. Jennings & Co., New York

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co. Philadelphia

Reversible Nippers

The Nettleton Mfg. Co., Middletown, Conn.

Revolvers

Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co.: Jersey City, N. J.

Rubber and Iron Wheels

Geo. P. Clark Co., Windsor Locks, Conn

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Kenfel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adanson & Co., New York,
Philadelphia, Boston and Chicago

Sash Balances, (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)

Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Sash Ribbon and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Cincinnati, Ohio.
Henry Dutton & Sons, Phila., Pa.
C. E. Jennings & Co. New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Clamps

C. W. Cardwell Mfg. Co., Jamaica, N. Y.

Saw Gummers

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Drivers

The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers

Cyclone Seeder Co., Urbana, Ind.

Seals

Schwerdtle Stamp Co., Bridgeport, Conn.

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
E. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

Piqua Bracket Co., Piqua, Ohio

Shot Guns

Harrington & Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels

A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops

- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprise Mfg. Co. of Pa., Phila.
Henry Diaston Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Special Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila., Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Springs, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
Henry Diaston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.
- Squares (Universal)**
The Doby & Shinn Mfg. Co., New York, N. Y.
- Stamps, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Staple Pullers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Steamfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Steel Measuring Tapes**
Kenfell & Ensser, New York
L. S. Starrett Co., Athol, Mass.
- Steel Roofing**
Am. Steel Roofing Co., Middletown, O.
- Steel Rules**
L. S. Starrett Co., Athol, Mass.
- Stencils**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
Milbradt Mfg. Co., St. Louis, Mo.
- Stocks and Dies**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
- Stock Food**
Frazer Lubricator Co., Chicago, Ill.
- Stone Hooks**
Geneva Tool Co., Geneva, O.
- Stove Trimmings**
Fanner Mfg. Co., Cleveland, O.
- Strapping Belts**
Ames Sword Co., Chicopee, Mass.
- Street Hoes**
Geneva Tool Co., Geneva, O.
- Strops, Razor**
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.
- Sugar Beet Tools**
Geneva Tool Co., Geneva, O.
- Tables, Folding**
Udell Works, Indianapolis, Ind.
- Tack Pullers**
F. E. Ellis & Son, Milldale, Conn.
John H. Graham & Co., New York
- Tackle Blocks**
Boston & Lockport Block Co., Boston, Mass.
- Tailors' Shears**
R. Heintsch's Sons Co., Newark, N. J.
- Ten Cent Specialties**
Franklin Specialty Co., Reading, Pa.
- Tents**
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.
- Thistle and Dock Diggers**
Geneva Tool Co., Geneva, O.
- Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**
Berger Bros. Co., Philadelphia
- Tinners' Snips**
R. Heintsch's Sons Co., Newark, N. J.
- Tool Chests and Cabinets**
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
- Toilet Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.
- Toys, Iron**
Arcade Mfg. Co., Freeport, Ill.
- Transom Chains**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Traps, Rat and Mouse**
Smith & Egge Mfg. Co., Bridgeport, Conn.
- Trouser and Skirt Hanger**
Caldwell Mfg. Co., Rochester, N. Y.
Fullman Mfg. Co., Rochester, N. Y.
- Trowels**
Henry Diaston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Geo. W. Nock Co., Philadelphia, Pa.
- Trucks, Store**
John Chatillon & Sons, New York
John H. Graham & Co., New York
- Tube Expanders**
Ajax Mfg. Co., Pittsburgh, Pa.
- Tubes, Seamless Drawn**
American Tube & Stamping Co., Bridgeport, Conn.
- Tubing**
American Tube & Stamping Co., Bridgeport, Conn.
- Turnbuckles**
Columbus Bolt Works, Columbus, O.
- Twist Drills**
C. E. Jennings & Co., New York
- Valves, Pump**
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio
- Varnishes**
Adams & Elting Co., Chicago, Ill.
E. E. Nice, Philadelphia, Pa.
- Ventilating Sash Locks**
Champion Safety Lock Co., Geneva, O.
- Ventilators**
Berger Bros. Co., Philadelphia
- Vises**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
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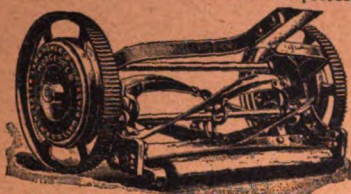
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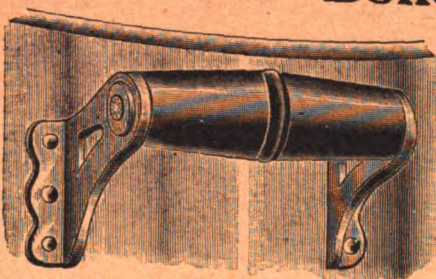
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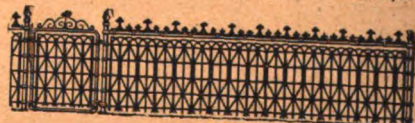


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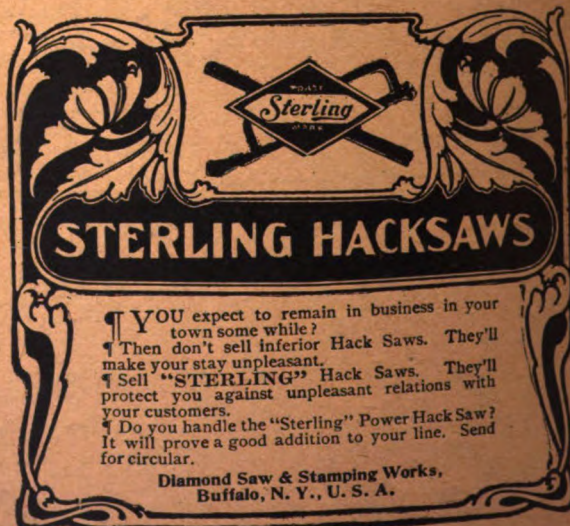
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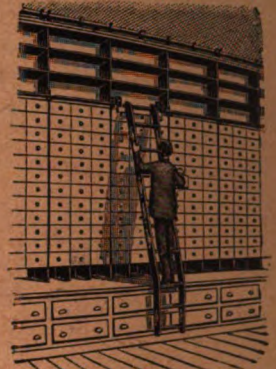
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Send for Catalogue.

**THE NEW EDITION OF OUR GENERAL CATALOGUE IS NOW
READY FOR DISTRIBUTION AND WILL BE SENT ON REQUEST**

MAKE ROOM

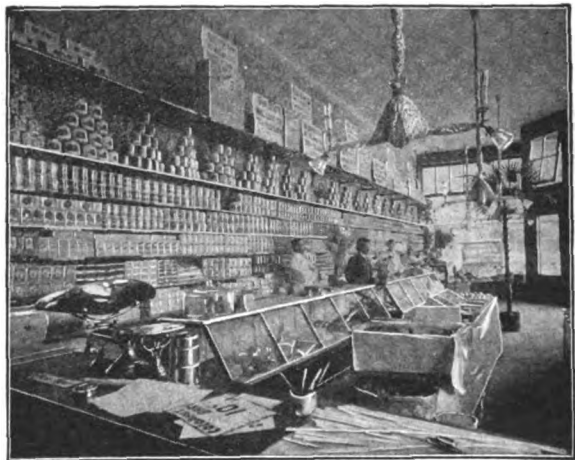
For more customers and more goods in your store by using Piqua Adjustable Brackets. They do away with props, partitions, and the unsightly appearance of your store.

Piqua Adjustable Brackets

will give better display to your goods, and will make it easier to sell them.

Catalog H for Hardwaremen tells of number of brackets required; how to install them, etc. *Send for it to-day.*

THE PIQUA BRACKET CO.,
PIQUA, OHIO.




Bottomless

chairs of the ordinary kind can be mended by anybody with Universal Chair Seats

PLUS A PAIR OF SHEARS

We make 'em—the Universal Chair Seats. They are better and cheaper than cane or leather—more durable than either.

Two kinds—square and round—both used by the largest chair manufacturers.

Enough profit in them for both of us.

Write Us To-Day

Eureka Chair Seat Co.
Syracuse, N. Y.

Before Purchasing Consult Us



It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

| | |
|---------------------|--------------------------|
| Water Coolers | |
| Water Filters | |
| Chafing Dishes | |
| Table Kettles | |
| and Stands | |
| Coffee Extractors | |
| Wine Coolers | |
| Nursery Chests | |
| Baking Dishes | Crumb Trays and Scrapers |
| Tea and Bar Urns | Bathroom Fixtures |
| Coal Vases and Hods | Candlesticks |
| Cuspidors | Match Safes |
| | 5 o'clock Teas, etc. |

The Buffalo Manufacturing Co.
BUFFALO, N. Y.

BRANCH OFFICES:

18 Warren St., New York.
40 Dearborn St., Chicago.

61 Stuart St., San Francisco.
247 Coronado Bldg., Denver.

The Imperial Rotary Washer

Has made a hit with discriminating housewives everywhere.

The reason? Plenty of 'em.

It washes more clothes in less time with less wear and tear and less work than the other kind.

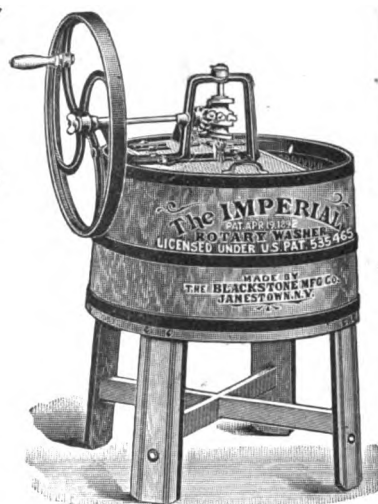
Don't Forget!

Again--
Its sliding cylinder on square post insures greatest strength of any Rotary.

All Steel Roller Bearings

make it speedy and easy to run and noiseless. For that reason it's the Best Washer on the market to-day. Send for complete catalogue.

BLACKSTONE MFG. CO., Jamestown, N. Y.
Established 1871.



Custom Made FLY SCREENS

Fine Goods. Reasonable Prices.
Good Profits to Dealers. No Investment.
Agency Outfit Free.

The A. J. Phillips Co., Fenton, Mich.
23 Years Experience. 3 1/4 Acres Floors.



Tackle Blocks

for every purpose. 65 years' experience.

Boston & Lockport Block Co.
Boston, Mass.

HAROLD McALLA IRON AND STEEL

Of Every Description
Plain and Galvanized Bars, Hoops, Bands,
Angles, Channels, Tees, Etc.
Shipments from stock or mill.
619 North Front St., PHILADELPHIA

RIVETS & WIRE NAILS.



O. C. & E. P. TOWNSEND,
New Brighton, Penn.



HEINISCH

TAILORS' SHEARS,
TRIMMERS, SCISSORS,
TINNERS' SNIPS, ETC.

BEST IN THE WORLD

R. HEINISCH'S SONS CO.

NEWARK, N. J., U. S. A.

New York Office and Salesroom, 155 Chambers St.



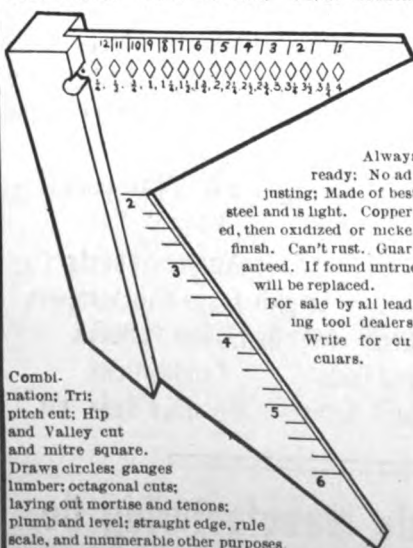
LAWN FENCE Strong and durable
for Churches, Lawns,
Cemeteries. Substantial, hustling dealers wanted in each
town and city. We manufacture a heavy Malleable and
Steel Picket Fence—34 different designs. Prices that will
make you money. Catalog Free.
Address Box 31, **WARD FENCE CO., Marion, Ind.**



The New Universal Square

"New Style"—Made in 3 Sizes

No. 6—6 Inch. No. 10—10 Inch. No. 13—13 Inch



Always ready: No adjusting; Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced.

For sale by all leading tool dealers. Write for circulars.

Combination: Tri; pitch cut; Hip and Valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge, rule scale, and innumerable other purposes. To operate, you simply reverse it from side to side. It marks 1/2 inch on one side and 1/4 inch on the other.

The Doby & Shinn Mfg. Co., Inc.
Office and Works, 34 E. 29th St., N. Y. City

Polygon Conductor Pipes Won't Burst.

The twist in the corrugation checks the sudden fall of ice and water, thus protecting the joints. It stands hard knocks because it is corrugated. Again, it is much handsomer than plain pipe. Made in copper and galvanized iron.

Catalogue and information free.

Address Dept. H,
THE American Steel Roofing Co.
Middletown, O.

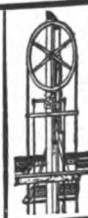
Improved Quick and Easy
Rising Steam, Electric
and Hand Power

ELEVATORS

Send for Circulars.

Kimball Bros. Co.,

1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Robert Murray.

24 Duane St.,
New York City.

General Hardware

393

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

"Globe" Lawn Mowers

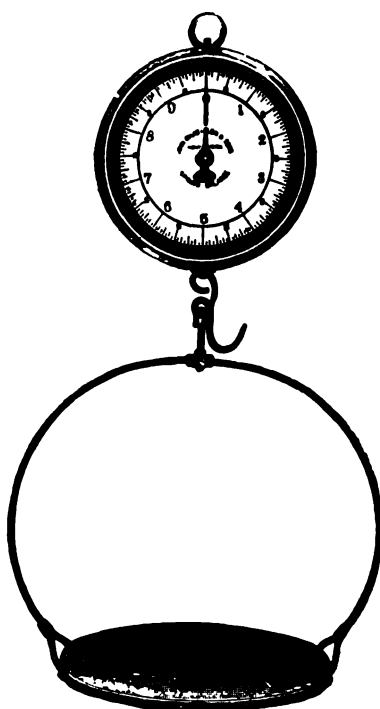
Our catalog tells all about them. Best mowers at any price.

GLOBE LAWN MOWER CO.
Reading, Pa.



CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

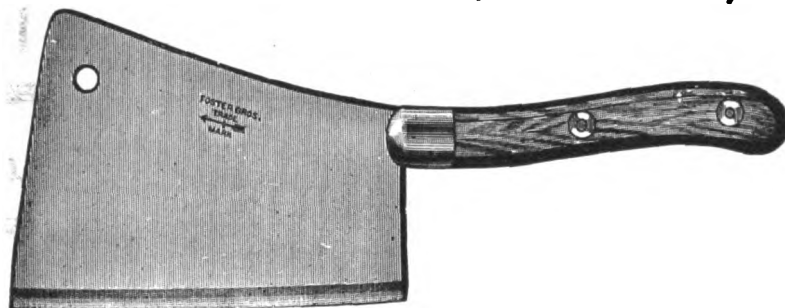


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.



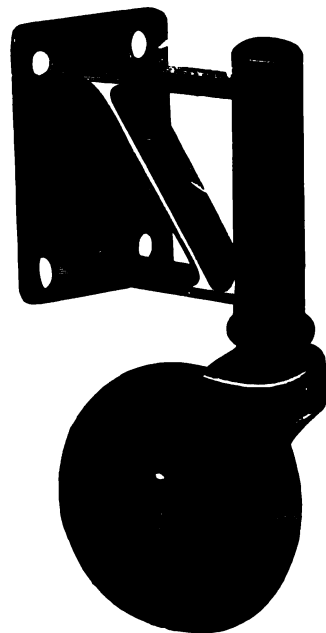
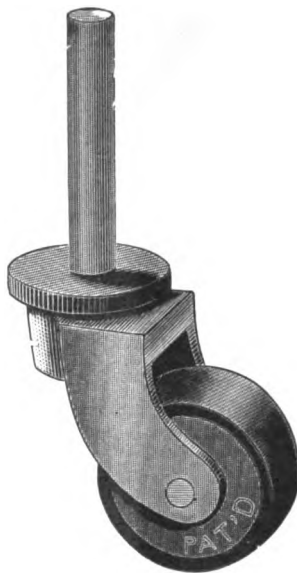
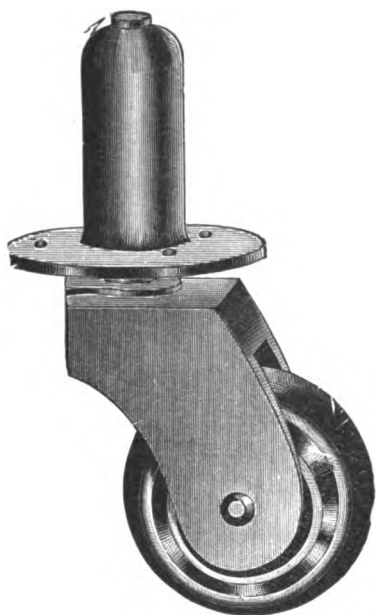
Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.
85 to 93 CLIFF STREET and 12 JACOB STREET.

Furniture Casters With Rubber Tired Wheels

These Casters will not scratch or mar polished floors, are noiseless and turn easily. We make a large variety of styles for tables, desks, chairs, beds, pianos, etc.



The Geo. P. Clark Co.,

DEPT. A.

Windsor Locks, Conn.



... THE ... WHITE ROSE IS WITHOUT A COMPETITOR

It is actually BALL BEARING and has proved the most phenomenal seller ever placed upon the market.

Write Today for
EXCLUSIVE AGENCY

WHITE LILY WASHER CO.
Toledo, O. Davenport, Ia.

AGENCY **JOSEPH RODGERS & SONS, LTD.**
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND
Has had neither equals nor superiors in the manufacture of

Carving Knives
and Forks, Table
Cutlery, Scissors,



Razors, Hunting
and Bowie Knives,
Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

I CAN SELL YOUR PATENT

My New Method brings quick results. Send for booklet.
O. J. HAEGLER, 14 So. Broad St. Phila., Pa.

"Stuck"

Let a 15 H. P. compound engine, or a "threshing rig" get stuck anywhere — and the jack looked for to do the lifting will be the Barth-Weiler.

Threshing crews and others are stuck on it because no matter what the obstacle

BARTH-WEILER Lifting Jacks

are absolutely reliable in any emergency.

They are reliable in-and-out-of-season sellers. A sample lot will suffice to

Get Stuck

on it to keep it in stock.

J. BARTH MFG. CO.
MILWAUKEE, WIS.



SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING
SAVES REPAIRS
SAVES RECOATING
SAVES RENEWING
Send for samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

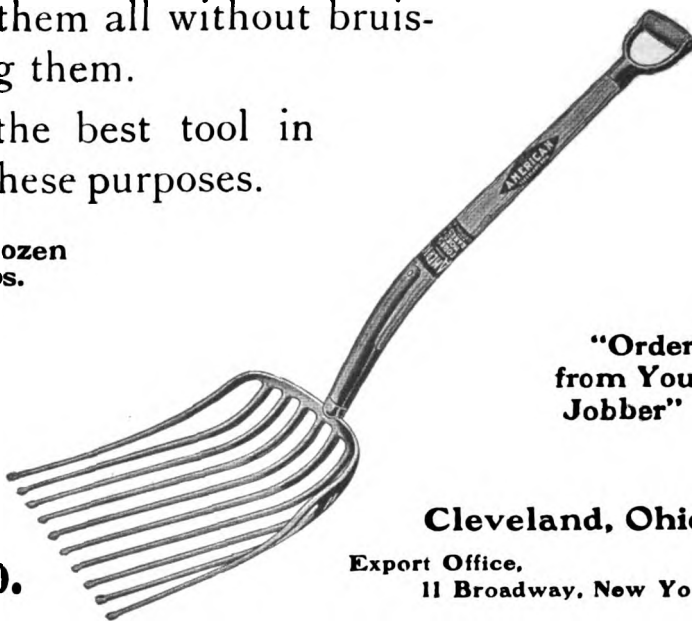
**Corn,
Potatoes,
Beets,
Onions,
Turnips,
Apples,
All kinds of
Vegetables
and Fruit,
Barn
Refuse,
Etc., Etc.,
Etc.**

It handles them all without bruising or injuring them.

Positively the best tool in the world for these purposes.

Outwears a dozen
Wire Scoops.

**It's a
Hummer
To Sell.**



"Order
from Your
Jobber"

Cleveland, Ohio.

Export Office,
11 Broadway, New York

American Fork & Hoe Co.



NOW IS THE TIME.

Don't wait until tomorrow but write at once for the exclusive agency for the

ROYAL BLUE WASHING MACHINE

Finished in natural color of wood. Hoops and castings painted with Royal Blue Enamel.

H. F. BRAMMER MFG. CO.,

1466 W. 2nd St.

DAVENPORT, IOWA.

Wrings the Mop dry



These are the wringers that sell.



Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. Pressure that wrings mop is from a *spring*, not from the foot. Two springs, one on either side are independent of each other, pressure adjusts itself to any unevenness of mop—wrings all of mop thoroughly.

Tub is strong and extra braced. Rollers are solid maple and never stick. Attractively labeled—make good display in your store—sure to please customers.

Ask your jobber.

THE DANA MFG. CO., Cincinnati.

10 Warren Street, N. Y.



LOOK

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway.

"Always Mention HARDWARE"
for having "put you wise."

KEYS
and
BLANKS
of all Descriptions



Locksmith's and Electric Supplies

Send for Catalogue.

Geo. W. Nock Co.
126 N. 4th St.
Philadelphia, Pa.



SECURE
PROTECTION AND LONG SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS---
SAVES RECOATING---
SAVES RENEWING---
Send for Samples or Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

Every Hardware Dealer

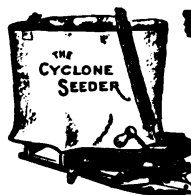
recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



IF you are
after the **BEST**
SEEDERS

that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.

Write for price today.

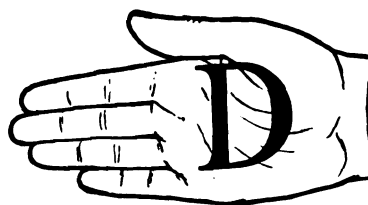
CYCLONE SEEDER CO., Urbana, Ind.

HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.
E. E. JOSEPH MFG. CO.,
BUFFALO, N. Y.



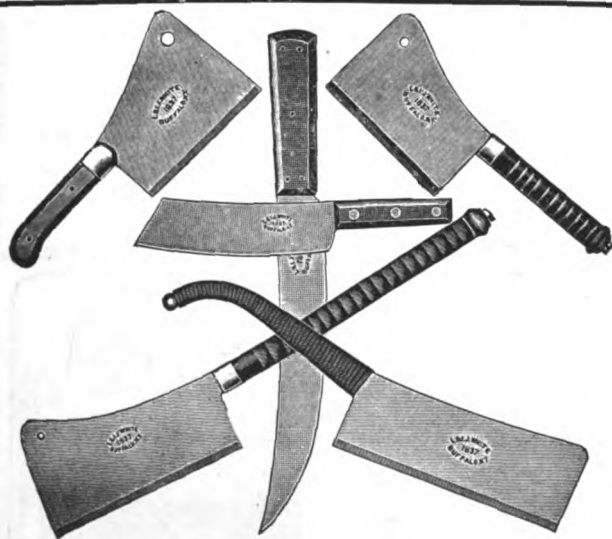
LOOK TO OUR TRADE MARK ON THE PERFECT NAIL SET
It protects you against imperfection. The "Perfect"



Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.
N. Y. Representative, **JOS. F. MCCOY CO.,** 157 Chambers St., N. Y.



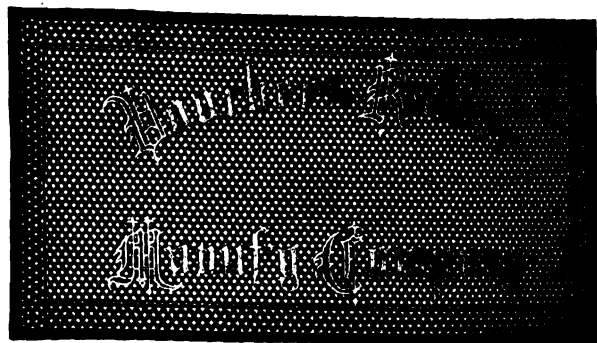
BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels have been made by us for nearly three-quarters of a century. They are the best that money can buy.

The L. & I. J. WHITE CO.
Buffalo, N. Y., U. S. A.

N. Y. Office, 43-5 Centre St.; Chicago Office, 315 Dearborn St.



✓ VOORHEES ✓

**RUBBER MATS
AND MATTING**

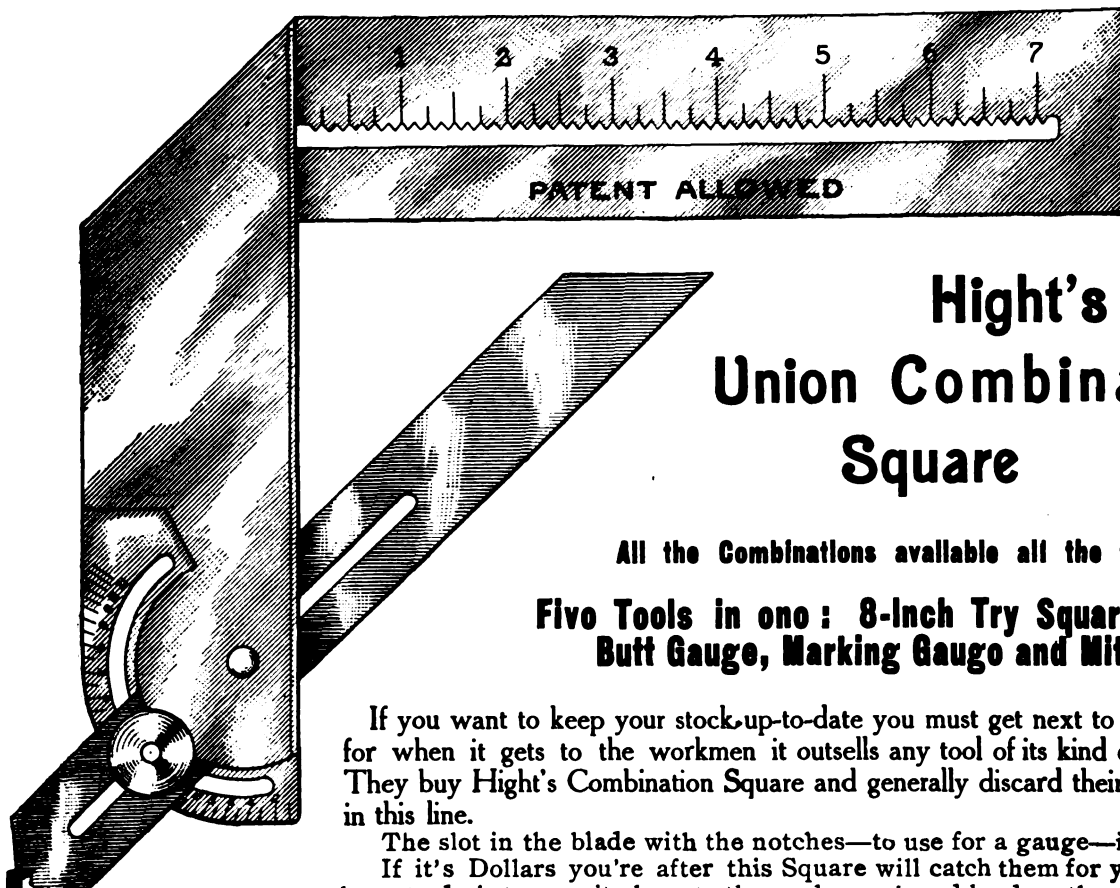
Just a trial order is all we ask of you.

It will prove our ability to make excellent goods. More than that.

You will become our steady customer.

A postal will fetch our catalogue, samples and prices.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-Inch Try Square, Bevel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices

and full description sent on application.

The best tool of its kind on the market.

A. W. HIGHT, Box 39, Station B, Toledo, O.

When you write to these advertisers say

"Saw your ad. in HARDWARE"



(PATENTED)
Reynolds' Double Duck Calls, entirely new. Sound at each end. Two calls in one. Price \$1.00 each. Discount to dealers.
J. W. Reynolds, Mfr., 68 S. Morgan St., Chicago.

Illinois River Folding
DECOYS

can be placed out or picked up three at a time. Many other advantages.

Price, \$4.50 dozen.

Price, \$1.00 each.

Discount to dealers.

J. W. Reynolds, Mfr., 68 S. Morgan St., Chicago.



Think It Over



whether you can afford to spend your money on

5-10-15

Cents Specialties
worth less than that.

All our Specialties are so well made and finely finished that all our customers wonder how we can sell them at that price.

We don't wonder they come back to us with duplicate orders.

A trial order will convince you.

Send for catalog.

Franklin Specialty Co.
807-809 Cherry St., Reading, Pa.



Axle Grease is most easily remembered by one thing: It is the best. Thousands of users throughout the country know this. They will use no other.

A trial order sent now will prove that there's a string to every can of "Snow Flake"—a "string of customers" who want a second lot.

If you want price and discount, write

SNOW FLAKE AXLE GREASE CO., FITCHBURG, MASS.

DIXON'S PRODUCTS

For Hardware Dealers

Are you sure there are not more profits in your business? If you want to know what the Dixon Company can offer you in the way of substantial, yet attractive and profitable products get their free catalogue 54-K. : : : : :

Joseph Dixon Crucible Co.,
JERSEY CITY, N. J.

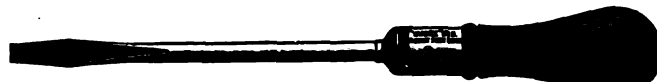
"YANKEE" TOOLS

ARE THE NEWEST, CLEVEREST AND
QUICKEST SELLING

Ask
Your
Jobber
About
Them.

Send for
"Yankoe"

Tool
Book



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO. 30 AND 31—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street, PHILADELPHIA, PA.

*We take no risk on the quality,
We make only the best!*



**Sand
Papers**

Beams and Bells

Flint Paper
Garnet Paper
Emery Paper
Emery Cloth

HAIRFELTING for covering Boilers, Steam and
Water Pipes, and Lining Refrigerators.

BAEDER, ADAMSON & CO.

700 MARKET STREET, PHILADELPHIA.
67 BECKMAN STREET, NEW YORK.
145 MILK STREET, BOSTON.
105 LAKE STREET, CHICAGO.

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AT
HOME**

Prepare for success at the bar, in
business or public life, by mail, in
the ORIGINAL SCHOOL.
Founded in 1890. Successful
graduates everywhere. Approved
by bar and law colleges. Rapid
College Law Course and Business
Law Course. Liberal Terms.
Special Offer Now.
Catalogue Free.
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School of Law,
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FRANK MILLER'S

Carriage Requisites

FRANK MILLER'S

**CARRIAGE TOP
DRESSING**

Gives an Elastic,
Durable Water-
proof Gloss, and
is positively safe to
use on the finest
stock.



FRANK MILLER'S

**AXLE
OIL.**

Superior to Castor
Oil; lasts longer,
and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,

JOSEPH GILLOTT & SONS,

L. HUGONOT TISSOT,

T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,

THE IMPERIAL ENAMEL CO.,

WEBSTER & HORSFALL,

W. K. & C. PRACE,

EDWARD GEM & CO.,

Best Cutlery in the World.

Best Steel Pens in the World.

Best Pliers, Nippers, &c., in the World.

Best Sheep Shears in the World.

Best Enamelled Signs in the World.

Best Steel Wire in the World.

Best Lawn Scythes and Grass Hooks.

Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,
CHRISTIANMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of
American Products. CORRESPONDENCE SOLICITED.



BRIEF FACTS

concerning Armstrong's Pipe Threading and Cutting Machines.

For hand or power interchangeably. They are made in all sizes up to 6 inches. All sizes up to 4 inches are portable and may be carried to the work if so desired. An apprentice can operate one of these machines, without assistance. They are all fitted with GENUINE Armstrong Adjustable Dies.

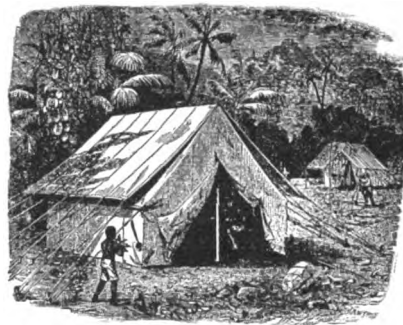
Write for our Complete Catalogue of Standard Pipe Fitters Tools and Machines.

THE ARMSTRONG MFG. CO.

Knowlton Street, BRIDGEPORT, Conn.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRING
SAVES RENOUEING
Send for Samples and Samples!
STOWELL MFG. CO.
JERSEY CITY, N. J.



TENTS

Send for our catalogue of tents before placing your order. Camping outfits a specialty.

Write to-day for catalogue.

**FOND DU LAC
AWNING & TENT CO.**

Fond du Lac, Wis.

Look

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him — write anyway.
Always Mention "HARDWARE" for having "put you wise."



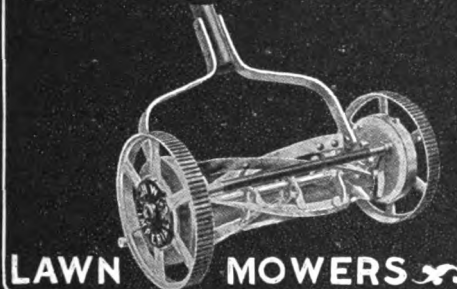
The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all finishes to match other hardware. Manufactured only by

THE CHAMPION SAFETY LOCK CO., Geneva, O.

COLDWELL



LAWN MOWERS

90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.

FILTER SEASON

1906
AT HAND

Advertising and Display Matter
Large Stock
Immediate Shipments



Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years

Fulper Pottery Co.

Flemington, N. J.

Udell Specialties



Combination
Chair,
CLOSED

are practical, useful, and appeal strongly to the trade. They are constructed right and priced right.



Combination
Chair,
OPEN

They command the attention of every person who sees them.

THE UDELL CATALOG

Shows the largest assortments of House Furnishing Specialties, Woodenware, Step and Extension Ladders on the market. This catalog should be in the hand of every wide-awake dealer in the country.

Write for Catalog.—a postal will do.

THE UDELL WORKS,

1222 W. 28th St., Indianapolis, U. S. A.

Eastern Representative:

W. A. STOKES & CO., 30 Warren St., New York City.

NOISELESSNESS

Is but one of the selling points of the "Caster That Never Refuses to Turn."

The Faultless

(with leather wheel) for all kinds of furniture and all kinds of hard-wood floors and parquetry.

The Best Point about the "Faultless" is NOT HERE

This Faultless turning point brought us the Highest Award at the World's Fair 1904.

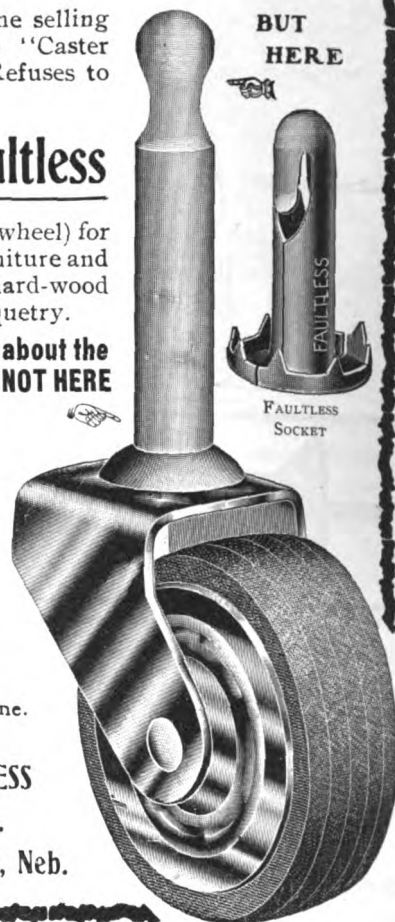
Need More Be Said?

Get the "Faultless" Booklet. It tells about our complete line.

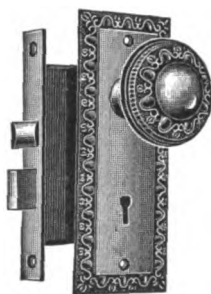
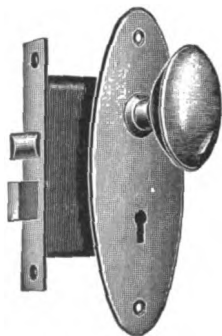
THE FAULTLESS

CASTER CO.

Nebraska City, Neb.

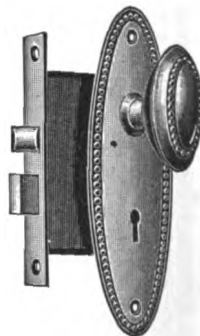


You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBLING STANDARD WIRE BATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of

IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON, 117 and 119 Liberty Street,
NEW JERSEY.

NEW YORK.

171 and 173 Lake Street,
CHICAGO.

25 and 27 Freemont Street,
SAN FRANCISCO.

WARNING!

TO WHOM IT MAY CONCERN:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc., Des Moines, Iowa.

WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

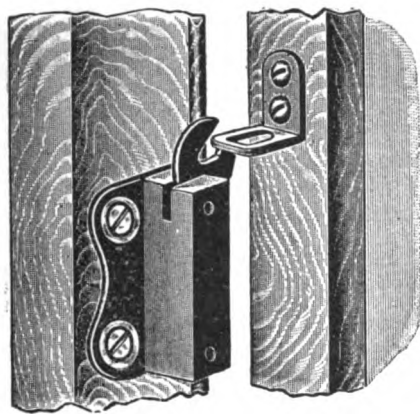
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



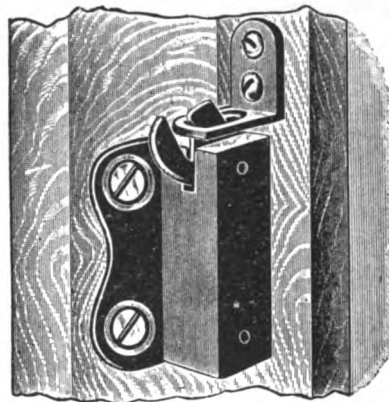
Japanned Steel Door Buttons.

Patent Applied For.



OPEN

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1 1/4 to 2 1/2 inches.



CLOSED

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

THE E. L. WATROUS MFG. CO., - - Dos Moines, Iowa.

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer . . .

Rose Water Coolers

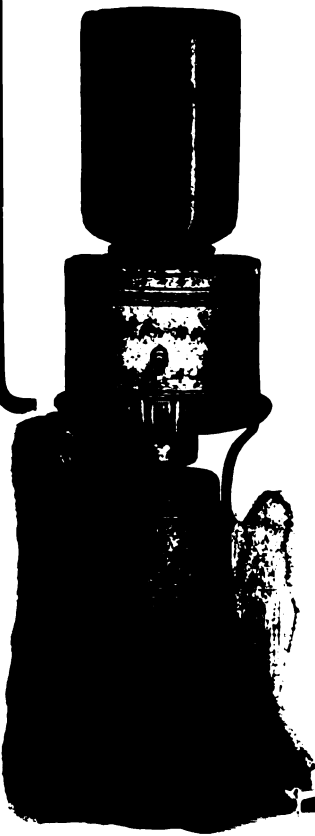
for sale through Hardware Dealers.

Merit and price have made their demand enormous.

ROSE FAMILY WATER COOLERS

Model F we offer at the special price of \$40.00 a dozen with bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



C. C. C. Saw Clamp

Pat. U. S. Feb. 20, 1906; Canada, April 3, 1906.
Other Foreign Patents Pending.

Is the latest, lightest and best Saw Clamp on the market.

Best For Wood Workers

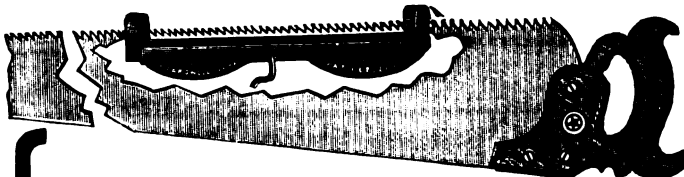
because it only weighs about a pound, is simple in construction, durable and efficient. Can be carried in the pocket.

Frame is made from the best grey iron, japanned. The clamping part is of rolled steel completely covered with rubber, which holds the saw perfectly rigid, taking up all vibration, and thus saves greatly in the cost of files. It's noiseless in operation.

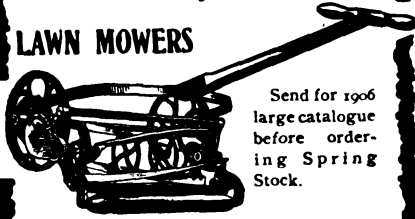
PRICE 75 CENTS.

Send for further particulars and discounts. Mention HARDWARE.

C. W. Gardwoll Mfg. Co.
JAMAICA, N. Y.



Genuine Philadelphia

LAWN MOWERS

Send for 1906
large catalogue
before order-
ing Spring
Stock.

Made only by
THE PHILADELPHIA LAWN MOWER CO.
8101-07 Chestnut St., Phila., Pa.

Tool Chests

All sizes, complete with tools, for
boys, youths, gentlemen, farmers,
railroads and carpenters' use;
also Tool Cabinets.

Machinists' and pipe fitters' empty
Tool Chests.

Agents for Steel Tool Chests.

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AMERICAN TOOL CHEST CO.

200 West Houston St., New York, U. S. A.

The Superior Door Holder

holds the door open without
injury to floors or carpets.

Operated by foot pressure. Ad-
justs itself to any unevenness
of the floor.

Superior Floor Spring Hinges

Have Ball Bearings. Are simple,
compact and efficient. Easiest
adjusted. Spring tension.

**Superior
Spring
Hinge Co.,**

15 So. Canal St.,
Chicago, Ill.

**Federal Bench Shear**

Strong, compact and well
made. Cuts sheets or bars
to 3-16 in. thickness. Stands
8 in. high. Weighs 30 lbs.
Send for circular.

CHANDLER & FARQUHAR CO.,

131 Congress St.,
BOSTON, U. S. A.

**BAY STATE MOP CO.**

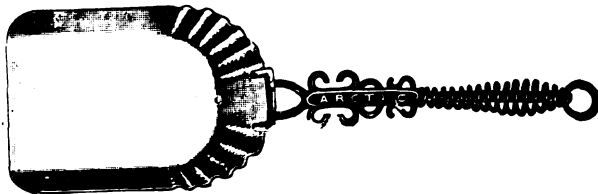
Wm. H. Curtis, Prop'r
Manufacturer and
Wholesale Dealer
in all kinds of

MOPS
Yacht and Hard-wood Floor Mops
a Specialty.
Office and Factory, Buel Place,
Woburn, Mass.
Send for Catalog and Prices.

THE FANNER MFG. CO.,
CLEVELAND, OHIO.**ARCTIC COAL SHOVELS.**

Malleable or Gray Iron.

Nickel Plated.



Ask for our Catalogue of Hardware Specialties, Arctic Stove Trimmings, &c.

Take off your hat to "The Myers!"
BEST PUMP ON EARTH.

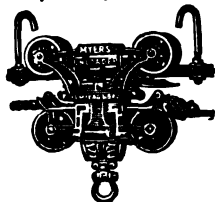


Write for prices on the most sat-
isfactory line of Hand and Windmill
Force and Lift Well Pumps, Power
Pumps, Tank Pumps, and Spray
Pumps, Hay Carriers, Hay Forks, Hay
Rack Clamps, Stay-on Door Hangers,
etc., manufactured by the largest Pump
and Hay Tool Works in the World.

**GLASS VALVE SEAT PUMPS
HAY UNLOADING TOOLS**

and BARN DOOR HANGERS
HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.
Aluminum Finish.

O. K. Stay-on
Door
Hanger.



Flexible.

F. E. MYERS AND BRO., ASHLAND, OHIO.

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EXPERIENCE

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WASHINGTON, D. C.
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FLEXIBLE FLYER

"The Sled That Steers"



Flexible Flyers are guided by the steering bar
which springs the STEEL RUNNERS to the right or to the left, as
desired. The bar is operated by the hands in lying down and by the
feet and hands combined when sitting up. This makes the Flexible
Flyers the fastest, safest and most comfortable coasters in the world,
and increases immensely the pleasure of their use.
THE BEST SLED FOR EVERY BOY.
THE ONLY SLED GIRLS CAN PROPERLY CONTROL.
GO THE FASTEST ON THE HILL.
SELL THE FASTEST IN THE STORE.

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Don't Forget!

Pruning Shears

NEW FEATURES:

LOCK NUT
SEAMLESS FERRULES
NOTCHED HOOK

(Patented Dec. 31, 1901. Dec. 8, 1903.)

The Cronk &
Carrier Mfg. Co.
Elmira, N. Y.

Garden Rakes

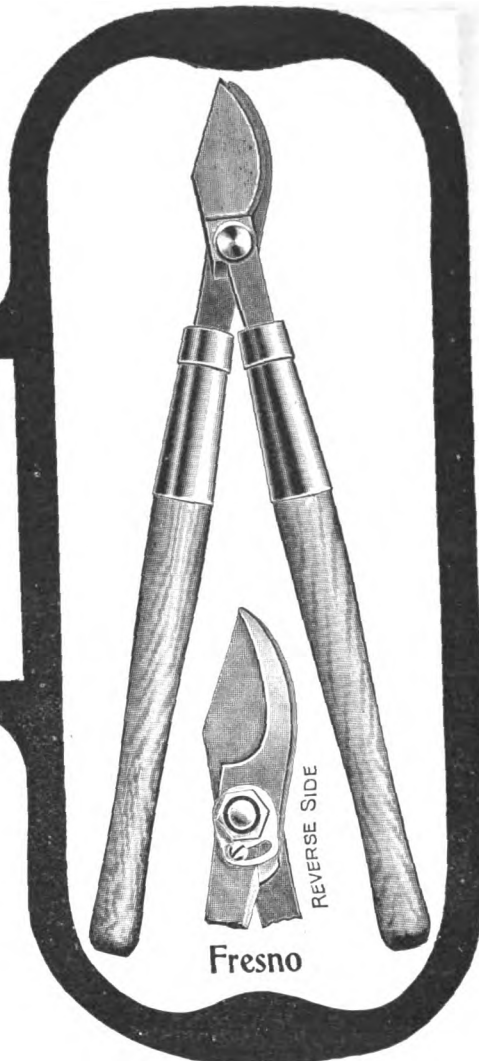
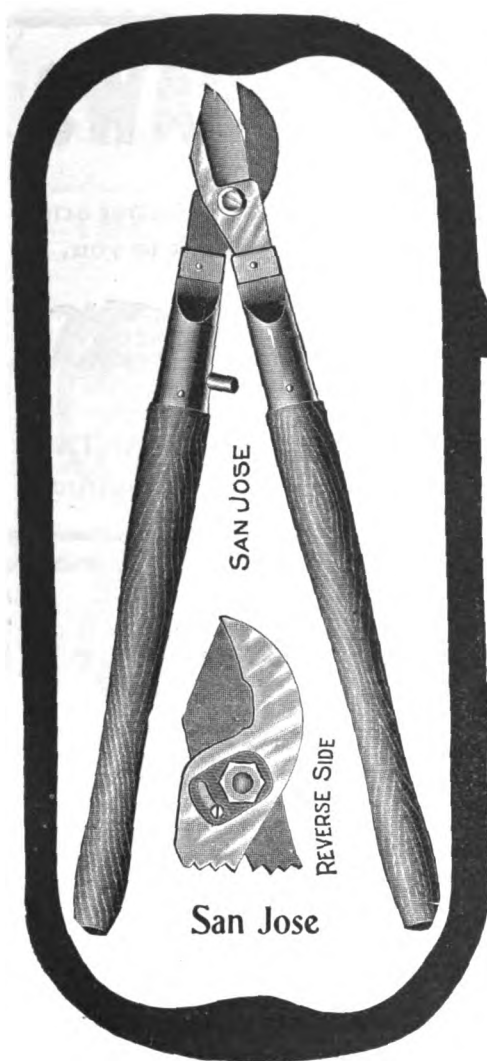
Garden Mattocks

Garden Hoes

Write for

1906

Catalogue.



COATES CLIPPERS

MANUFACTURED BY

Coates Clipper Mfg. Co.

A complete line of

Barbers', Toilet,
Hand and

Power Clippers

Also

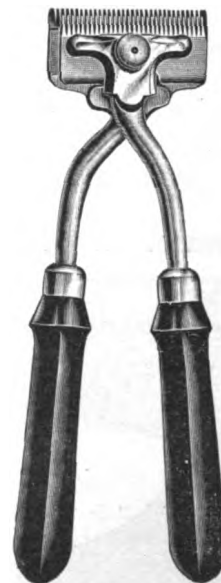
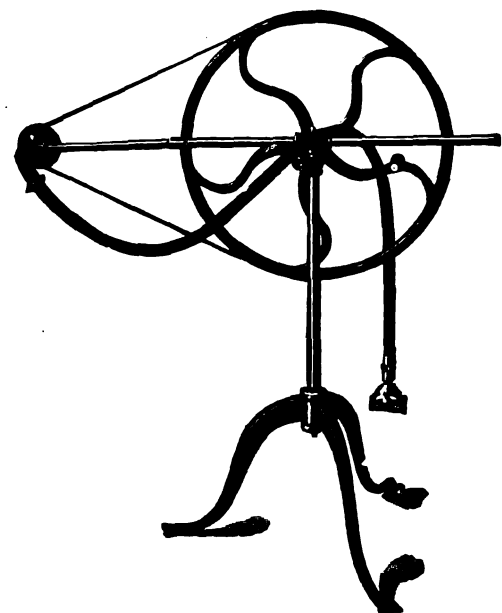
Electric Grooming

and

Clipping Machines

Prices quoted on request.

SELLING AGENTS



JOHN H. GRAHAM & CO., 113 CHAMBERS STREET, NEW YORK.

118 to 122 Holborn, London, E. C., England. 123 California St., San Francisco, Cal. Copenhagen (Freeport).



ATKINS HIGH GRADE SILVER STEEL SAWS

Sells readily at a good profit.



Satisfy your customer and bring him back to you.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis.



BRANCHES: { NEW YORK CITY, CHICAGO, MINNEAPOLIS, ATLANTA,
MEMPHIS, New Orleans, Portland, Seattle, San Francisco, Toronto.

If you're Looking for First Class

UP-TO-DATE BARROWS

ORDER THE ♦ ♦ ♦

Champions, the
World's Best.

All Kinds of Wood and
Steel Barrows.

THE BRYAN MFG. CO., BRYAN, OHIO,
U. S. A.



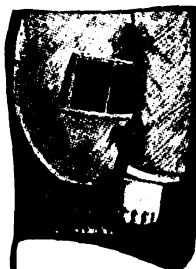
Automobile Cycle Skate



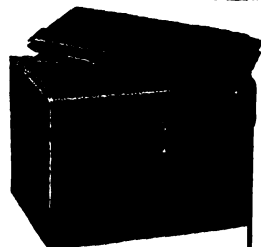
Our newest model. One size, extension 10 to 12 ins., ball bearings, 5-in. rubber tired wheels, metal parts sheet steel, finely nickel plated. Retail \$10.00 per pair. With 4-in. wheel, \$7.50 per pair.

Every dealer in Hardware, Sporting Goods, etc., will find it profitable to sell our line of Cycle Skates, as they appeal to both young and old, being adapted for use in Skating Rinks or on smooth sidewalks. Write for catalogue and trade discounts.

Cycle Skate and Sporting Goods Co.
37 Park Street, New York



The
"IDEAL"
Folding
Lunch Box



Insect--Dust--Water Proof
Fits any pocket--fit for any lunch.

Two Grades: 25c. and 10c.
2 sizes: 8x5x4 3/4 and 7 1/2 x 4 1/4 x 4 1/2

Send for free samples and prices; window cards furnished.

Rochester Lunch Box Mfg. Co.,
Rochester, N. Y.

S. & S. KNIVES

WARRANTED



THEY HOLD AN EDGE -- NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

A PAIR OF MONEY MAKERS

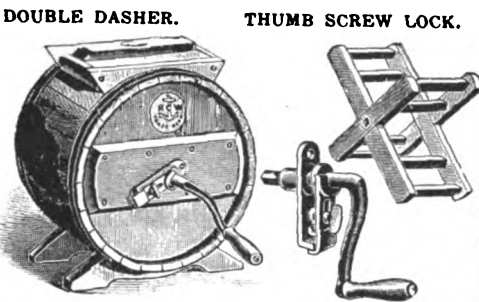
Quick and Easy Sellers at Handsome Profits to the Jobber and Dealer.

THE MAJESTIC ROTARY WASHING MACHINE



The lightest running and easiest working Washing Machine made.
Roller Bearings.
Large Fly Wheel.
Runs in either direction. Tub made of Virginia White Cedar bound with Electric Welded Wire Hoops.
Top Steam Tight.
No sloppy floors.

IMPROVED CEDAR CYLINDER CHURN



DOUBLE DASHER. THUMB SCREW LOCK. Made of Virginia White Cedar. Does not taint milk or butter. Crank is locked to churn with clamp and thumb screw, which prevents leakage. Churns milk quicker and easier than any other churn. Hundreds of thousands already in use, and demand increasing. It is the best churn made.

RICHMOND CEDAR WORKS,
MANUFACTURERS OF HIGH GRADE WOODEN WARE.
RICHMOND, VIRGINIA.

THE PROBLEM

of increasing your business
is easily solved if you sell

AD-EL-ITE
PAINT and VARNISH REMOVER
AND
AD-EL-ITE
ONE-COAT DULL FINISHES

Because they can be used in every home in your vicinity.
They are reasonable enough in price to be within reach of everybody.
They are in demand everywhere.
Our method of advertising them will bring new customers and increased sales to your store.
Write at once for samples and prices.

Adams & Eltinge Co.

The Ad-el-ite People
Sta. 3 CHICAGO

*Quality
Sells*

When Henry Disston was asked the question:
"What do you put in your saws?"
He replied:
"Good steel and honest work."

**UPON THIS FOUNDATION IS BUILT
DISSTON QUALITY**



"If you want a saw it is best to get one with a name on it that has a reputation. A man who has made a reputation for his goods knows its value as well as its cost and will maintain it."

HENRY DISSTON & SONS., Inc.
Established 1840. PHILADELPHIA, PA.

The Smith & Egge Mfg. Co., BRIDGEPORT, CONN.

Manufacturers of . . .

Sash Chains

"Giant," "Red Metal"
• • Cable and Jack
Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :-: :-: :-:

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swodoh" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilnot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.
Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has two fine cutting edges on each blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton Nipper user and watch the results.



Made in 5 Sizes,
6-8-10-12 and 14 inches.

Office and Sales

Address

HARDWARE

The Lisk Manufacturing Co., Canandaigua, N. Y., in the last week in July, shipped to the leading Hardware dealers of the country a solid trainload, consisting of fifteen cars, loaded with their new Sanitary Enameled Roasters, which are already established in the trade as the most perfect article of the kind, and well deserving the immediate success it has achieved.

That preacher in Fitchburg, Mass., who came out openly in the newspapers the other day, and said he believed in the use of beer, was evidently talking in self-defense. His name was Alex- is W. Stein, and what use would there be for steins if there was no beer.

In our last issue we referred to the Hardware catalogue recently issued by the Wyeth Hardware & Mfg. Co., St. Joseph, Mo., as being an issue of 500 copies. To those at all acquainted with the amount of business done by this enterprising and progressive house, it is unnecessary to say the number should have been 5,000 copies.

Insurance companies have found an earthquake clause handy in San Francisco. Look over your policies carefully in future, they may be encouraged to put in a clause releasing them from liability if the fire loss is caused by a flame.

Henry Stanley Renaud, B. S., LL. B., of Waller & Renaud, Consulting Chemists of 159 Front Street, New York City, has recently been admitted to the Bar of the State of New York as an Attorney and Counsellor at Law. In connection with his work as Consulting Chemist, Mr. Renaud will devote his attention to Chemical, Techno-Legal, Chaico-Legal, Lego-Mining and Patent Cases.

A. Slob has just gone out of the implement business in Sioux Center, Ia. We seldom speak of a business man in that manner, but it is unavoidable in this case. We did not name him.

F. E. Myers & Bro., Ashland, Ohio, have about completed their new warehouse, which has been in the course of construction for some time, taking the place of the one destroyed by fire in January. When the shop and shipping department are again running along in their proper channels, with the additional capacity this will give them they will be able to handle the increasing business which they are at this time receiving, in the most satisfactory manner.

Bank deposits are piling up so rapidly in Kansas City that one bank is about to build a fifteen-story building; probably to keep the wealth from being exposed to the weather.

The annual meeting of the Gilbert & Bennett Mfg. Company was held at the home office in Georgetown, Conn., on July 24. The following directors were elected: David H. Miller, Samuel J. Miller, Edward F. Jones, Charles J. Miller, William H. Hunter. Officers were elected as follows: David H. Miller, president and treasurer; Samuel J. Miller, vice-president and secretary; William H. Hunter, assistant secretary; Edward F. Jones, New York manager; Charles J. Miller, Western manager. The usual dividends were declared.

All good men, and true, should rally to the aid of the lady of Independence, Mo., who is being sued for divorce by her husband on the ground that she sometimes gets home about four A. M. Just stop and think what a precedent such a case will be, if our wives get to bringing suits on the same ground.

E. B. Page, who has been the sales manager for the Bay State Tool Company, Worcester, Mass., has been made general manager of the business.

A Western preacher has had the pews of deaf members of his congregation fitted with telephones, so they can hear the sermon. The next improvement will probably be alarm bells, to be pressed by the minister whenever an undue amount of drowsiness makes itself apparent in the pews.

THE ROSE WATER COOLERS.

The Rose Manufacturing Co., 505-513 West 50th Street, New York, have recently established an agency for the sale of the Rose Water Coolers at 1429 Bush Street, San Francisco, Cal. They made the first shipment of one carload of Coolers, Model A, on July 31, to be followed on the 15th of August by a second carload. It is in contemplation to establish an agency at Chicago also at a date in the immediate future.

A party of men were having a quiet bottle in one of the "joints" of Prohibition Kansas City, Kansas, the other day, when a deputy sheriff drove up in front of the building. The lights went out, all was dark, and a voice cautioned them to be perfectly quiet. In a few moments the lights came on again, and they turned to take another drink.

"Oh, no sah, it's over in this room now," said the porter. The "joint" had actually been moved without their realizing it.

NEW ENGINE & BOILER CATALOGUE

The James Leffel & Co., Springfield, Ohio, have issued a very handsome and complete 52-page catalogue, illustrating and describing their line of Steam Engines and Boilers. The details of construction are plainly shown and fully explained, and the catalogue is one that should be in the hands of any prospective purchaser in the Steam Power Line. A copy will be furnished free to prospective buyers, stating their wants, and addressing the Company as above. In writing for this catalogue please request Catalogue "O".

A reformer proposes to make it a penitentiary offense for a political candidate to give away cigars. This reform wave will encounter no opposition from those who have smoked the cigars.

FIRE INSURANCE AGITATION.

Anent the agitation in the Pacific Northwest to have the various fire insurance companies doing business in Washington, Oregon and Idaho maintain the former rate instead of increasing them 25 per cent., E. M. Evenson, secretary of the Washington Hardware and Implement Dealers' Mutual Fire Insurance Association, has compiled figures in his Spokane office to show that from 25 to 140 per cent. dividends are yielded annually to the stockholders of the various Hardware mutual insurance companies, and that the increase is not warranted.

"There is no excuse for the advance," Mr. Evenson says, "from the fact that many improvements have been made in Spokane and the various cities in the Inland Empire and their water supply systems and fire fighting apparatus are the best in the Northwest."

A San Francisco merchant, when asked which was the best investment, a life insurance or fire insurance policy, said: "A straight life policy for you do not find out your loss until you die."

OKLAHOMA HARDWARE AND IMPLEMENT DEALERS' ASSOCIATION.

The third annual convention of the Oklahoma Hardware and Implement Dealers' Association was held at Oklahoma City July 10, 11 and 12. The Chamber of Commerce Building was the scene of the deliberations. There was a large attendance.

The Committee on Nominations reported the following officers, who were unanimously elected:

President, O. A. Smith, Watonga; first vice-president, Harry Mead, Shawnee; second vice-president, William Murdock, Ralston; secretary, D. C. Patterson, Oklahoma City; treasurer, W. W. Storm, Oklahoma City; executive committee, A. D. Acres, Norman; M. C. Hale, Tulsa; F. M. Spangler, Mulhall; J. M. Cooley, Holdenville; Frank P. Pfaff, Anardarko.

W. J. Pettee, Oklahoma City, was chosen delegate to the National Retail Hardware Association, and Sam Noble, Ardmore, delegate to the National Federation of Implement and Vehicle Dealers' Association. George H. Brett, Ponca City; W. J. Pettee, Oklahoma City, and Harry Mead, Shawnee, were constituted a committee on legislation.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.
309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2.50

| | |
|--------------------------|-------------------------|
| L. E. MACINTYRE, | President. |
| A. P. MITCHELL, | Secretary and Treasurer |
| <hr/> | |
| HENRY HOPKINS, | Editor. |
| J. W. PENTZ, | Advertising Manager. |

AUGUST 10, 1906

Editorial Trade Review

The vacation season for the rank and file is drawing toward a close, and the laggard feet and hands of the toilers will find plenty to do on arriving at the scene of their labors, for the travelers have started to catch the early orders, and intend making a good commencement for what will prove the record-breaking period of a fruitful year. A bountiful business is expected on every hand; a freedom in purchasing is anticipated which will spring from the willing hands and hopes of the artisan and agriculturist, who have earned the right to make needed improvements by their continuous labors through the year, which increasing expenditures for tools and machinery will expand in proportion to the extension of their facilities. May they experience no setbacks in the programmes planned; no clouds of doubt to set them halting by the wayside; but in the future, followed up by the successes of the past, find in each field of labor all that energy can create or ambition realize.

There is no change in prices of any importance to open the season, as quotations on the average are now regarded as being as low, by comparison with the cost of raw material, as they were a year ago. It is thought by the trade generally that the limitation placed on the production of wire products lately is likely to cause a shortage in the output during the Fall months. It would have been better to heap up stock against a contingency caused by big orders that have been delayed, and a demand for stock requirements that will have a tendency to go on the waiting list.

Manufacturers are still behind their orders in every line, and this is especially true of Builders' Hardware. The country in every direction has devoted a good portion of their surplus profits to the erection of buildings that represent improved conditions, so that the demand for Builders' Hardware has reached an amount that is simply unprecedented. The advances on the lines that have been promulgated of late are warranted by the cost of manufacture, although the large orders given by jobbers at dates previous to the advances will find them competing for the orders of the retailers with an energy in every way warranted by the demand.

Prospects for trade generally were never better. The

harvesting of the crops show conditions that may be regarded as phenomenally advantageous. In every direction we find the illustration made manifest that when the crops are bountiful we create a wealth of generous proportions that permeates all classes and embraces in its prosperity the whole country, fostering every branch of industry as well. Money will be spent by the farmer for needed improvements as never before, record crops of every kind being everywhere in evidence. Industrial and commercial activity are well maintained and in every direction the grand prospect is free of apprehension for the immediate future.

GROWTH OF FOREIGN COMMERCE OF UNITED STATES DURING DECADE 1896-1906.

The foreign commerce of the United States has grown much more rapidly during the last decade than its population. Completed figures for the fiscal year 1906, just presented by the Bureau of Statistics of the Department of Commerce and Labor, show that while the population has grown since 1896 but 20 per cent., imports have grown 57 per cent. and exports 109 per cent. The classes of imports which show the greatest gains are manufactures and manufacturers' materials. Manufactures imported show an increase of 42 per cent., and manufacturers' materials imported show an increase of 95 per cent. On the export side agricultural products and manufactures show the largest gains. Agricultural products exported show an increase during the decade of 70 per cent., and manufactures an increase of 163 per cent.

This increase has occurred in the trade with all of the grand divisions of the world, but is especially marked in the trade with Asia and Oceania. Imports from Europe show an increase of 50 per cent., those from North America of 80 per cent., those from South America of 30 per cent., from Asia and Oceania, 80 per cent., and from Africa 13 per cent. Exports to Europe show an increase of 78 per cent., those to North America an increase of 164 per cent., to South America 107 per cent., to Asia and Oceania 232 per cent., and to Africa 41 per cent.

The actual gains in the decade are, in imports, 447 millions, and in exports, 861 millions; in manufactures imported, 61 millions; in manufacturers' materials imported, 288 millions; in agricultural products exported, 400 millions, and in manufactures exported, 374 millions. In the trade by grand divisions the actual increase in imports from Europe is 214 millions and in exports thereto 527 millions. In the trade with North America the increase in imports is 108 millions and in exports 192 millions. In the trade with South America the increase in imports is 32 millions and in exports 39 millions. In the trade with Asia and Oceania the increase in imports is 92 millions and in exports 98 millions. In the trade with Africa the increase in imports is 1½ millions and in exports less than 6 millions.

Some remarkable changes have occurred also in the routes of travel followed by this increased traffic. Comparing conditions in 1906 with those of 1896, the Atlantic ports show an increase of 329 millions in imports and 426 millions in exports; the Gulf ports, an increase of 50 millions in imports and 262 millions in exports; the Pacific ports, an increase of 17 millions in imports and 57 millions in exports; the Northern border and Lake ports, an increase of 42 millions in imports and 116 millions in exports; while the interior ports show an increase of about 9 millions in imports.

Among the important articles of importation showing an increase are copper, which increased from a little more than one million dollars in 1896 to nearly 26 millions in 1906; manufactures of cotton, from 32 millions to 63 millions (this increase being chiefly in laces and edgings, which grew from 11 million dollars to 34 millions); fibers for use in manufacturing, from 13 millions to 39 millions; manufactures of fibers, from 27 millions to 51 millions; hides and skins, from 31 millions to 84 millions (and of this goat skins alone increased from 10 millions to 32 millions); india rubber, from 17 million to 48 millions; iron and steel manufactures, from 25 millions to 29 millions; diamonds, precious stones, and jewelry, from 8 millions to 42 millions; raw silk for use in manufacturing, from 27 millions to 54 millions; manufactures of silk, from 27 millions to 33 millions; tin for use in manufacturing, from 7 millions to 31 millions; and wool, from 32 millions to 39 millions, while manufactures of wool fell from 53 millions in 1896 to 23 millions in 1906.

On the export side the principal growth occurs in agricultural implements, which increased from 5 millions in 1896 to 25 millions in 1906; breadstuffs, from 141 millions to 186 millions; cars and carriages, from 3 millions to 18 millions; copper and manufactures thereof (not including ore), from 20 millions to 81 millions; raw cotton, from 190 millions to 401 millions; manufactures of cotton, from 17 millions to 53 millions; scientific instruments, from less than 3 millions to 11 millions; manufactures of iron and steel, from 41 millions to 161 millions; leather and manufactures thereof, from 20 millions to 41 millions; mineral oils, from 62 millions to 84 millions; provisions, from 132 millions to 211 millions; and wood and manufactures thereof, from 32 millions in 1896 to 69 millions in 1906.

DO THINGS YOURSELF.

Do things yourself occasionally. Not only will it keep you in closer touch with the details of your business but it stimulates the clerks to see the "old man" isn't above the work that they are employed to do for him. Then it gets the idea into circulation that whenever some unexpected and unassigned task comes up that needs attention, it's the place of the fellow who is "next" to look after it even if it is not in his regular work.

The man who gets the reputation of poking around into odd corners just to see what some of his clerks are about and find fault with them soon loses that close sympathy with them that adds so much to the harmonious working of the force; but the one who is at any time likely to take a hand in doing things and who really does his share while he is pretending to, adds to his own personal influence with his employees, at the same time he is learning how the rest are doing it. That isn't the sort of establishment where the neglected fragments of unfinished tasks are swept behind the protecting counters of good fellowship among the clerks for the reason that nobody knows just when the boss will take it into his head to help about the sweeping.

AVOID TRADE WARS.

Imitation may be the sincerest flattery but it is not always the most acceptable sort to the flattered or the most profitable to the flatterer. It is always commendable to study the methods of our competitors and to improve our own with the results of that study so far as honorable business ethics will permit, but it is neither good taste nor good policy to institute a special drive in stoves just because a similar drive is on tap at the Hardware store across the street; that only invites price cutting and a trade war instead of a profitable campaign to extend the trade in Hardware lines. Better take up something else for the time being and make a special drive in that.

It is one of the agreeable distinctions of the Hardware business that it includes enough variety of subjects of a timely nature at all seasons to permit of enterprise without resorting to the more severe forms of rivalry. When your competitor is pressing stoves instead of cutting in on his prices or endeavoring to prove your own superiority on stoves, take up some equally timely topic like furnaces or blankets. If he is selling skates bid out for sleighs. The average customer only wants one pair of skates and if two dealers bid for the skate trade, it is obvious they must divide the total of the trade between them, even if they do not further curtail profits by price-cutting; while the same customer to whom your rival made his sale is quite as much in the market for a sleigh as though the skates had not been sold. In brief, expend your enterprise in selling goods to the public and not in cutting out some fellow Hardwareman.

THE SUBURBS OF HONESTY.

Keep well out of the suburbs of honesty. Either keep so well within the municipal lines that there can never be a question about where you belong or else come out a whole-hearted honest rogue and done with it. These border residents are so certain to form speaking acquaintanceships with questionable methods that their own position is open to a good deal of question and they are apt to suffer the inconveniences of a shady reputation; at the same time they are under the restraining influences placed upon them by something that they think serves in place of honesty.

There is no greater enemy to the standing of any trade than the man who manages to take every advantage possible of his customers and still remain within the restrictions of the law. That is one of the degrading methods of so many street fakirs that it has placed the faking business nearly on a footing with swindling. An out and out swindler first brings discredit upon himself while a half-way man, a sort of suburbs dealer, divides the discredit between himself and the business he pretends to represent and is therefore a menace to the reputation of his honorable brothers.

DEATH OF CHARLES ADDISON BRAGG.

Charles Addison Bragg, District Office Manager of the Westinghouse Electric & Mfg. Company, Philadelphia, Pa., died at that place on Sunday, July 29, after an illness of over two months' duration. Mr. Bragg was one of the pioneers in the electrical business, he having been associated with the United States Electric Lighting Company as early as 1882. His connection with the Westinghouse Electric & Mfg. Company began in the year 1889, when he was made the manager of the Philadelphia office, which position he filled successfully up to the time of his death. Mr. Bragg possessed a most genial disposition, which endeared him to all with whom he came in contact. He was born and reared in Franklin County, Mo. Following his early education, he attended Yale college, from which he was graduated. He was fifty-six years old. Mr. Bragg is survived by his wife and one daughter.

SUNDAY REST IN FRANCE.

The action of the French Parliament in passing a bill with little opposition making Sunday a day of obligatory rest has given very wide satisfaction in that country. A special clause of the law authorizes the ministers interested to suspend fifteen times a year a day of rest in establishments under State control or private establishments where work is going on in the interest of national defense. The bill allows masters and employers in cases of bakeries, hotels, restaurants, and such places to so arrange their work that employees who work on Sunday shall rest on some other day of the week.

CITY VS. COUNTRY IN THE HARDWARE BUSINESS.

By F. F. P.

The marked difference between the thrift and sales of the average Hardware store in the small city and town compared with that in the large city is often a matter of remark. The Hardwareman in the smaller place more often than not has a store that bears evidence of prosperity and enterprise. He is looked to by a wider constituency for goods, and beyond controversy is regarded as headquarters by mechanics, carpenters and builders, farmers, boys in search of various sporting equipment, and last but not least, the housewives who are in need of such a variety of house furnishings and kitchen utensils.

In the larger cities the ten-cent stores and department stores cut off much or most of the latter branch of trade. The Simon-pure athletic goods stores get the business of the boys, and lovers of sports; the department stores are cutting into the Hardware requirements of the mechanics, carpenters and builders, and last, there are, unfortunately, no farmers in the city. So the big city Hardwareman makes nowhere near the showing, as his opportunities would, at first blush, seem to indicate that he might.

In fact, as a rule, the big city Hardwareman dwells in the doldrums. Conditions have been against him, and he has pegged away along regular lines, without the inspiration that the chance of a victory worth while would inspire. His store many times will be dirty enough to drive away the last remnant of the women's house furnishing trade. The windows are often unattractive, with displays unchanged for a month or two, and there is little attempt to specialize or divide the store into departments. The greatest semblance of activity is in the stores on the streets thronged by the suburbanites who are seeking the cars or ferries to take them to their homes. The commuters are good buyers of Hardware and auxiliary lines, garden hose, bolts, screws, hooks, hatchets, spades and hundreds of other things. The confirmed New York cliff dweller hardly knows a garden hose from a rubber tire.

Of course, there are conspicuous exceptions to this big city drying up of the exclusive Hardware stores—exceptions enough to prove that an intelligent and courageous conduct of the business will bring its due reward. Take the case of Hammacher, Schlemmer & Co., of New York, whose business is greater than that of many jobbing houses. Yet they are strictly retailers. That is, they sell to consumers, although some of their consumers, furniture manufacturers, for instance, all over the country, buy thousands of dollars' worth of goods from them yearly. The business of Hammacher, Schlemmer & Co. is departmentized to a fine point, and each branch, including the comparatively new one of apparatus for manual training schools, is strongly worked through salesmen and good literature from Mr. Park's advertising department.

The instance of White, Van Glahn & Co., in Chatham Square, and also Forty-second Street, New York, may also be cited as those of up-to-date Hardware stores, and there are a number of others in the metropolis. In Philadelphia J. B. Shannon & Sons and the Supplee Hardware Co. are conspicuous examples of the

success that may be wrought by modern window display and care and ingenuity in advertising.

Buffalo has two notable instances of what may be done in expanding a Hardware business through departmentizing the store and adding lines which, though kindred, are by no means part of the average Hardware dealer's stock. We refer to Walbridge & Co. and Weed & Co. One of these firms carries trunks, and recently had a fine trunk and bag window in at the height of the trunk-buying season. If course the business of these firms was partly an outgrowth of a firm foundation of many years' standing, yet in both we may rightly infer that their systematization of their business was in response to opportunity and prompted as well by a desire to counteract the efforts of department and ten-cent stores to run away with a portion of their business.

An intelligent metropolitan dealer recently said: "I have to carry a big stock, including the unusual things that people can find nowhere else. If a woman wants a clothes line or a refrigerator she will go into the nearest place. If she can get anything in my line elsewhere she will do it. But when a man or woman is stumped in the Hardware line, they will come to me." This dealer is ranked as among the successful members of the trade. Yet his store, though fairly large, is all cluttered up on the inside. There are no uniform stock boxes. House furnishing goods are not separated at all from other stock. The windows are fairly dressed, but the panes are small. The store is not on a par with the appearance of the rest of the establishments in other lines on the same street. Of course it is little wonder that women do not make it headquarters for house furnishing goods.

It is evident that to capture his share of the trade the average big city Hardware dealer must follow the lead of those we have mentioned who have modernized their business so successfully. True, more capital, higher organizing ability and closer systematization are required, but the city man by a stronger policy can hold and increase his trade.

AN ADVISOR OF SALESMEN.

A booklet issued by a St. Louis manufacturer contains the following advice for salesmen:

Do not make yourself unhappy by comparing your territory with that of a more fortunate man. If you will only be patient, his contentment and your desire may put you there.

There are two rules to follow in order to make a success of salesmanship. The first is to get the orders away from the other fellow. The second is to keep the other fellow from getting them away from you.

It does not pay to make a customer make a fool of himself.

An education may be a matter of pride, but it is not nearly as essential to success as are ambition, common sense, loyalty and health.

To make a really good impression on a customer you must make him pleased with himself rather than with yourself.

Don't reserve your good words of your competitor for a resolution to be sent to his bereaved relatives. Say them now, while he is alive and competing.

Much depends on knowing a big thing from a little one.

We all hear a heap of bad things said about us during our life time, but in the end we will find that the bad things that they didn't know about us will about offset the bad things they said about us, and that ought to help some.

PHILOSOPHY FOR BLACKSMITHS.

It is not often, but occasionally we receive a letter from a subscriber expressing discouragement and the conviction that the blacksmith trade is not attractive from any point of view, says the *Blacksmith and Wheelwright*. We have in mind one who wrote us the other day that he was "disgusted with the dirty, hard, poorly paid work." Now we are not going to say that this feeling does not come to many upon occasions. But the same sensation of unrest, weariness and dejection is sometimes experienced by those of every other trade, profession or calling.

Clergymen are despondent at the results of their preaching and praying; doctors are downcast at the effect of their diagnosing and prescribing; lawyers at their pleading and advising. Farmers get disheartened at the outcome of their plowing, sowing and reaping, and all other workers at the result of their toiling and mowing, their grunting and sweating. But in comparing one trade or profession with another it will be admitted that the blacksmith has a little the best of it in the matter of things which make for happiness. Possibly the farmer gets as good a combination of brain and hand-work, and that in the open air. But he lacks something in his free association with his fellowmen, which perhaps more than any other one thing gives true content. The blacksmith trade gives good digestion, bless-

ed sound sleep and independence; and these are the only sources of real happiness. As to fame and fortune, no man is master of them, the testimony of philosophers and wisacres to the contrary, notwithstanding. There was never a greater untruth uttered than that "Every man is master of his own fortune." No man is master of it. Every man is master of his own actions, of his own efforts, of his own relations with his fellowmen, but he is not master of his own fortune.

The wise old philosopher was right: It is not in the power of mortals to command success; but we can do more; we can deserve it. And when a blacksmith or those who pursue any other calling do this, when they are true to themselves and to their fellowmen, when they have made honest, earnest, sustained effort, they have really secured the only success that is worth achieving.

Possibly we have not made the foregoing sufficiently clear or pointed to encourage our friend who is "disgusted with the dirty, hard, poorly paid work," but this is its prime purpose.

CHEAP TOOLS MAY BE DEAR.

Complaint is often made by manufacturers of tools that certain parts of the country demand something cheap, cheaper as to cost price than really first-class tools can be made for.

This tendency to buy cheap tools is to be regretted, because tools whose purchase price is low are in fact, now cheap, as a rule, when the accuracy, durability and efficiency are borne in mind; but often in the end, for more expensive than the high grade tools.

These really very important facts are not carefully enough weighed by purchasers. Not only does the bother caused by an inaccurate tool cause great delay and often prevent the sale of the article made upon the tool, but the longer life of the fine tool usually makes it in the end cheaper.

It is well once in a while to stop and ask: "Where is there one great tool manufacturing concern that makes a specialty of cheap tools?" There is none. The cheap tool man, like the "Cheap John" man, never gets beyond the limits of the ordinary, either as to his product or his reputation. Besides, one never knows to what extent it is safe to guarantee goods made on a cheap machine.

In these times of fierce competition, quality goes far toward securing the business, and no man ever made a reputation for fine work by using cheap tools. "You can't make a silk purse out of a sow's ear," is an old adage that carries a large amount of truth with it. If you are a good mechanic you do not recommend your work as the cheapest; if you are a wise mechanic you will not buy the cheapest tools on the market, for that means that they are of the least value.—*Crow Bar*.

GEORGIA RETAIL HARDWARE ASSOCIATION.

At a well attended meeting at Macon, on the 17th ult., the Georgia Retail Hardware Association was formally organized. The new association has started on its career with a membership of about 60 of the best known merchants of the State. The following officers were elected: W. W. Robinson, Dublin, president; W. G. Raines, Statesboro, first vice-president; J. C. Hollingsworth, Dawson, second vice-president; C. M. Tillman, McRae, secretary-treasurer. The Executive Committee comprises Messrs. Robinson and Tillman and J. J. Golden, Tifton; D. A. Smiley, Claxton, and George W. Woodruff, Winder. M. L. Corey, Argos, Ind., secretary of the National Retail Hardware Association, was present at the meeting and took a conspicuous part in the proceedings. It was determined to hold the next meeting at Tifton.

DISTRIBUTION OF PATENT OFFICE MODELS.

It appears, according to an act of Congress passed on June 22, 1906, the Secretary of the Interior is authorized to dispose of a part or all of the model exhibit of the Patent Office, either by sale, gift, or otherwise. Acting Commissioner E. C. Moore has issued a notice to the effect that immediate requests from polytechnic schools and colleges having technical courses for portions of the exhibit will be considered in the disposition of the models.

It is presumed that the pressing need of additional space in the Patent Office building is the reason for this general clearing out of models.

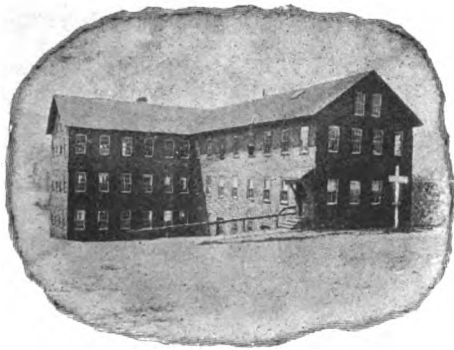
An opportunity is now afforded for technical schools to secure models of interesting and well-known inventions pertaining to important industries. Inquiries should be addressed to the Commissioner of Patents, Washington, D. C.

There is no accounting for the lack of sentiment displayed by some public officials. A Kansas City judge recently sentenced a boy to school for the feeble-minded because he had a mania for kissing pretty girls.

PROFIT MAKING LINES

A merchant is not so much interested in the volume of his sales as in the net profits, and his profits depend on the class of goods he sells.

The J. Stevens Arms & Tool Co. of Chicopee Falls, Mass., have given careful consideration to the matter of the merchant's profit, believing that the merchant of to-day demands goods not only having intrinsic value and that satisfy the trade, but goods that



STEVENS' ORIGINAL FACTORY PLANT.

bear the seller a profit greater than the expense of conducting his business.

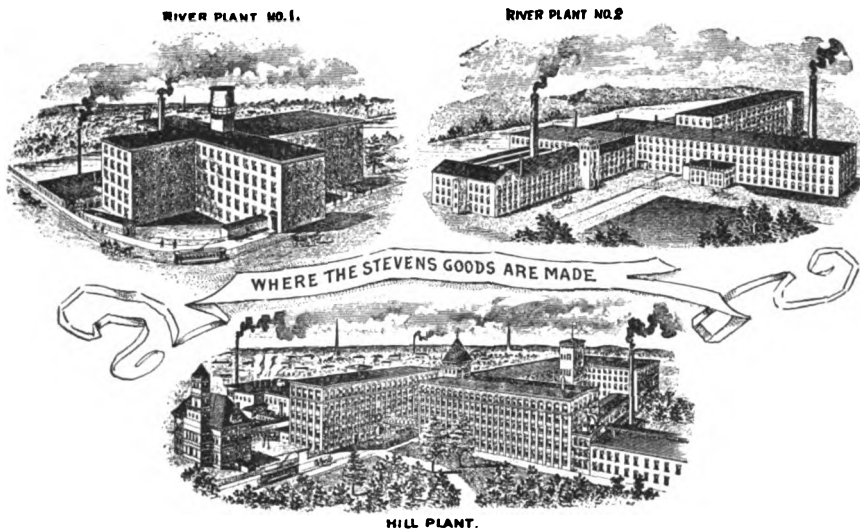
The tendency of merchandising to-day,—mainly because clerks in the large stores are mere machines,—is to sell goods that there is a demand for, in fact that which sells easiest. Realizing this condition, the Stevens Company have for some time carried on a publicity campaign among consumers, so when a boy, youth or man thought of firearms, he would immediately associate "Stevens" therewith, and if he desired to buy, would inquire of the

have 1500 regular employees on their pay-roll, and are unable to supply the demand—i. e.—the demand for their goods increases faster than their increased capacity can manufacture them.

Ten years ago they could fill orders complete. To-day they are unable to fill an order for assorted rifles, for pistols, for double barrel shot guns, or for single barrel shot guns complete. This shows that the goods are popular with the masses, give satisfaction and have merit, else this steady increased demand would not continue, for the Stevens firearms have been on the market over forty years, and justly earned the reputation they bear for accuracy, durability and workmanship surpassed by none. For extreme accuracy in target work the Stevens and Stevens-Pope rifles hold all records at home and many abroad. The Stevens-Pope barrels as now made are superior in every way to those heretofore supplied, and for target shooting Stevens, Stevens-Pope and accuracy are synonymous.

Some time since when the United States Government team was sent to Bisley, England, to compete for the Palma trophy against the picked teams of other nations, the United States Government rifles were sent to the Stevens factory to be equipped with their barrels, and with the rifles thus fitted won the trophy about which, later on, there was so much contention which finally resulted in the return of the trophy, because the rifles used were not of government make entire. The English report stated "The United States team had their rifles fitted with superior barrels of a private maker," proving conclusively the superiority of the Stevens production.

The J. Stevens Arms & Tool Co. made shot guns 35 years ago in a small way for about 10 years, then discontinued the shot gun department, owing to the high cost of manufacture, and devoted their energies to rifles and pistols, but in 1901 they again took up the manufacture of single barrel shot guns, and immediately took first place in volume, variety and quality. The follow-



retailer for the same, thus creating a demand that the retailer could easily supply at a satisfactory profit.

The Stevens Company impress on the consumer that goods of their manufacture are high in quality, yet low in price, and this especially appeals to the "Bargain-Hunter," and this includes nearly all of us. Everyone tries to get the best possible value for the money expended, hence if Stevens Firearms are so advertised as to create a demand therefor, give the purchaser satisfaction, and the merchant a profit, it is certainly the ideal line for any distributor to handle.

That the Stevens policy is along popular lines is shown by their having many imitators, some copying their entire plan bodily. The high quality of the Stevens goods and the popular prices, with the Stevens profit to the distributor and price protection have resulted in their phenomenal growth, as ten years ago the J. Stevens Arms & Tool Co. occupied the building shown in cut, Fig. 1, had "rooms to let" and employed but 44 workmen. They own and occupy to-day three large factories, giving them over eleven acres of floor space, are constantly adding to their present space, which is everywhere crowded to its limit, and have rented all available room in proximity to their factories. They

ing year they added double barrel hammer guns, and in 1903 double barrel hammerless, and are now the largest makers of popular priced double barrel shot guns in America, and having passed the experimental stage in the shot gun department, are supplying strictly first class goods at moderate prices, giving at all times value received, to the satisfaction of the user, as well as profit and protection to the distributor.

During the past six years they have added two or three distinct new rifles or shot gun models every year, until they have the largest line of any firearms maker either at home or abroad. Their line includes rifles; telescopes and accessories such as cleaning rods, gun grease, etc., etc. They are also makers of the Stevens-Duryea Automobiles.

THE COY MAIDEN.

"And hast thou ever loved before?"

He asked. "I pray thee, speak!"

She blushed. Her sweet eyes sought the floor.

She answered, "Not this week."

—Baltimore News.

A SAFE RAZOR FOR CORNS.

Shaving razors are not made to cut corns. To so use them is awkward and dangerous. Here is a razor made purposely to cut corns properly and safely. It has a short blade with rounded end, rigid handle and a safety guard, which enables one to pare off the corn without a possibility of digging or gashing either toes or thumb. It is the Star Safety Corn Razor, made by the makers of the Star Safety Shaving Razor, and equal to that famous razor in quality and efficiency.



STAR SAFETY CORN RAZOR.

Kampfe Brothers are advertising the Star Safety Corn Razor in spaces of from one-quarter to one-half pages in the leading publications of the country best adapted to their use. The total circulation of the periodicals used is seven and one-half million copies per issue. With the first order from a dealer of not less than one dozen Star Safety Corn Razors, they furnished a black cloth show case, doe-skin lined with a glass top and a neat glass sign, having six Corn Razors on display and six in the lower compartment. For the dealer who takes advantage of the publicity given to an article of merit which is extensively advertised by advertising locally this same article, Kampfe Brothers will furnish electros of the Star Safety Corn Razor for use in local newspapers.



WITH GUARD THROWN UP.

Each Corn Razor is enclosed in a black leather pocket for protection. This illustration shows guard thrown part way back for cleaning or sharpening. The blade can be stropped like a regular razor. When in use the guard fits over the blade. The restricted retail price is \$1.00 each, which shows a liberal profit to the dealer. Descriptive booklets and quotations will be mailed to any dealer mentioning **HARDWARE**.

MANUFACTURE OF GALALITH.

NEW FACTORY AT PARIS—SHAPE OF PRODUCT.

The manufacture of galalith, a new composition made from casein that is likely to supplant celluloid and other substances, was recently reported on by Consul Brunot, at St. Etienne. Further particulars furnished by Vice-Consul-General A. E. Ingram, of Paris, in connection with a factory established at Levallois-Perret (Seine), just outside of Paris, will also prove of interest, owing to the many inquiries on the subject:

This company has also a factory at Harburg-sur-Elbe, Germany, and the factory at Surgeres (Charente Inferieure), mentioned in the former report on the subject, is devoted simply to the separation of casein from milk for this purpose. Galalith is a plastic substance made by a patented process from the casein in skim milk, 60 liters (126.78 American pints) of skim milk furnishing 1 kilogram (2.20 pounds) of galalith. This substance is made in all colors, and excellent imitations of tortoise shell, amber, coral, ebony, horn, etc., are produced. It possesses the advantage over celluloid in being odorless and absolutely inflammable, since it contains no camphor or similar ingredients. In hardness it resembles horn, and it can be worked in a similar manner; it takes a high polish, and is not affected by oils, ethers, benzine, etc.

The material is now being sold, in the rough, unpolished state, in plates about 15.74 by 15.74 inches or 19.68 by 31.49 inches, or in rods 29.52 inches to 39.37 inches in length, at net prices varying from \$0.96 to \$1.54 per kilogram, depending upon the color. The plates are approximately 1.16 inches in thickness, and the rods 3.16 inches in diameter.

THE SUCCESSFUL SUITOR.

He laid his true heart at her feet.
His rival better planned
Who laid, with shrewdness hard to beat,
His check book in her hand.

—Philadelphia Ledger.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED JULY 16, 1906.

- 406,918. WASHING MACHINE. J. L. Knoll, Lebanon, Pa.
- 406,957. VISE. C. H. Robinson, St. Paul, Minn.
- 406,980. DOOR FASTENING. E. N. Warner, Rocky Hill, Conn.
- 406,993. COMBINATION TOOL. J. T. Carter and W. Koepe, Warrenton, Tex.
- 407,055. POCKET KNIFE. W. Brede, Hamakua, Hawaii.
- 407,130. WASHING MACHINE. D. D. Shannon, Ovid, Mich.
- 407,152. WASHING MACHINE. G. M. Beck, Frankfort, Ind.
- 407,228. WASHING MACHINE. G. M. Miller, York, Pa.
- 407,262. COMBINATION LOCK. J. F. Thompson, Chicago, Ill.

PATENTS ISSUED JULY 17, 1906.

- 825,889. STOVEPIPE THIMBLE. T. W. Bright, Elk, W. Va.
- 825,939. WASHING MACHINE. J. H. Schoregge and T. Schoregge, Sioux Falls, S. D.
- 825,943. INVISIBLE HINGE. J. Soss, New York, N. Y.
- 826,049. SAW HANDLE. O. F. McKinney, Montesano, Wash.
- 826,153. WRENCH. A. H. DeGross, Little Genesee, N. Y.
- 826,187. DOOR KNOB ATTACHMENT. J. L. McSpadden, H. L. Wilkie and W. H. Lewis, Detour, Mich.
- 826,353. COUPLING RETAINING MEANS FOR METALLIC HOSE. R. B. Panton, Williamsport, Pa.
- 826,401. WRENCH. C. C. Bull, Lester, Iowa.

PATENTS EXPIRED JULY 23, 1906.

- 407,333. SAW HANDLE. J. A. Corey, Rockville, R. I.
- 407,357. DOOR HANGER TRACK. J. G. Lane, Poughkeepsie, N. Y.
- 407,371. NAIL EXTRACTOR. A. Rosenberger, Chicago, Ill.
- 407,405. LATCH. Wm. Kneen, Barrow-in-Furness, County of Lancaster, England.
- 407,436. SIGNAL LANTERN. A. R. Gibson, Cleveland, O.
- 407,438. SAW SET. M. H. Gross, Abilene, Kans.
- 407,453. WASHING MACHINE. D. Savage, Bloomsburg, Pa.
- 407,470. LOCK. O. B. Haglund, Nykoping, Sodermannland, Sweden.

PATENTS ISSUED JULY 24, 1906.

- 826,554. SADDLE IRON. A. J. Farrell, Litchfield, Ill.
- 826,579. COMPOUND TOOL. W. B. Jones, Quito, Tenn.
- 826,728. PIPE WRENCH. J. G. Lind, Providence, R. I.
- 826,762. GARDEN CULTIVATOR. T. K. Colegate, Harveyville, Kans.
- 826,769. SLIDING JAW WRENCH. A. D. Davis, Baggs, Wyo.
- 826,894. HANDLE FOR TOOLS. R. H. Shaller, Forestville, Conn.
- 826,921. SAW HANDLE. J. W. Cox, Darling, Miss.

PATENTS EXPIRED JULY 30, 1906.

- 407,780. SHOVEL STANDARDS FOR CULTIVATORS. M. L. Russell, Springfield, Ohio.
- 407,788. LIFTING JACK. L. Miller, Akron, Ohio.
- 407,790. FOLDING IRONING TABLE. J. D. Pace, Gibsland, La.
- 407,809. HINGE. W. J. Boda, Dayton, Ohio.
- 407,816. WASHING MACHINE. T. H. Carson, East Saginaw, Mich.
- 407,863. POCKET KNIFE. H. C. Hunt, Newark, N. J.

PATENTS ISSUED JULY 31, 1906.

- 827,073. STAIR CARPET OR ROD HOLDER. Daniel Baltzer, Lehigh-ton, Pa.
- 827,074. SCRUBBING BRUSH. Joseph Baumruk, Chicago, Ill.
- 827,096. CLOSURE DEVICE FOR JARS AND OTHER VESSELS. William R. Greiner, Marlboro, N. Y.
- 827,112. POTATO MASHER. Charles C. Naeve, Portland, Ore.
- 827,140. WASHING MACHINE. Francis Brucker, Shelby, Ohio.
- 827,177. REGISTERING LOCKING BOLT FOR DOORS, ETC. John F. Pixley, Columbus, Ohio.
- 827,191. KEYLESS LOCK. George W. Strong, Chicago, Ill.
- 827,264. APPARATUS FOR STROPPING RAZORS. Julius Rheinberg, London, England.
- 827,363. SHUTTER FASTENER. Karl C. Hanselmann, Baltimore, Md.
- 827,474. EGG BEATER. Alexander T. Stewart, Pittsburg, Pa.

RECENT TRADE PUBLICATIONS.

WHITE WAGON WORKS, Sheboygan Falls, Wis. Illustrated catalogue of Combined Coasting Wagons and Sleighs. These wagons are known as the Pony, Teddy, Coaster-Express, L. & C. Portland Special, Our Bob, Our Joe, Reciprocity Bill and Big Four. These goods are such as would appeal to juveniles, and would prove strong sellers wherever introduced.

HILL-STANDARD MFG. CO., Anderson, Ind. Booklet entitled "Facts About Tool Holders." Illustrations and descriptions are given of the Hill Diamond Point Turning Tool, Off-Set, Cutting-Off Tool Holders, Straight Shank Cutting-Off Tool, Boring Tool, Side Tool, Eberhardt Turning Tool, Threading Tool, U. S. Standard Cutter, Drop-Forged Lathe Dogs, Key Seaters, Machine Vises, Crank Turning Devices, Drill Holders, Automatic Cold Saw Cutting-Off Machines, etc. The catalogue may be had for the asking.

ANDOVER STAMPING CO., Andover, N. Y. Catalogue "1" of Household Specialties, illustrating a large variety of goods, including their Favorite Roaster, Furniture Polish, Numbering Plates and "New Era" Cooker Combination. A line of Silica Steel Enameled Ware is also shown, including Tea and Coffee Pots, Tea Kettles, Pie Plates, Pudding Pans, Preserving Kettles, Sauce Pans, Wash Basins and Dish Pans. The Alberta Cooking, Preserving and Steaming Kettle is described and illustrated, their new Patent Bake Pan, Combination Dipper, New Queen Chopping Knife, Perfect Scraper and Cleaner, Perforated Kettle Cover, Acme Door Holder, Raymond Carpet Whip, Shaker Sifter, Self-Sealing Pie Tins, Gilmore Grater, Hoyt's Patent Spring Clothes Pin, etc., etc. Every article necessary to the household will be found within its pages, and the dealer should write for the same.

SAMUEL WINSLOW SKATE MFG. CO., Worcester, Mass. Ice Skate Catalogue for 1906 illustrating their Hockey Skates, under the names of "College Hockey," "College Hockey L" and "Janus." Canadian pattern, for men and women; St. Nicholas Rink Skates, with heel button and key toe clamp; Wood Top Skates, with full strap and heel screw; "National Club" Skates, Speed Skates, Skates for Sailing, Children's "Double Runner" Skates, and Ankle Braces to be attached to any skate. A telegraph code is also included, and instructions for ordering goods, as well as a price list. This company also issue a special Roller Skate Catalogue. Either catalogue may be had upon application.

FERROSTEEL COMPANY, Cleveland, Ohio. Catalogue of Registers and Ventilators in various designs, including Moorish and Plain Lattice; Wrought Steel One-Piece Screens, Asylum Registers, Convex Wrought Square Registers for shallow flues and thin partitions; Convex Circular Top, Moorish; Round Registers, Faces and Borders, Round Gratings, Heavy; Ventilators, Ventilating Plates, Smoke Pipe Registers and Ceiling Plates, Pedestal Registers, Special Side Wall Registers, Wall Frames, etc., etc. Dimensions are also given, and a price list is included. In a prefatory note, the manufacturers say: "We have practically attained the ideal conditions desired by all users of Wrought Steel Registers, namely, a maximum of air capacity combined with rigidity, strength and lightness. Wrought Steel Registers are much lighter than Cast Registers and it is also true that they do not break; on the other hand steel has certain well-known inherent properties that Cast Iron has not. We believe by careful attention in construction that we have minimized these properties and that the Ferrosteel Company's Wrought Steel Register is the most desirable of any of this type of goods now before the public."

PHOENIX WIRE WORKS, Detroit, Mich. Catalogue No. 32 of Window Guards, Door Grilles, Transom Grilles, Balcony Railing, Stair Railing, Area Railing, Illuminating Sidewalk Tiling, Concrete Sidewalk Tiling, Ornamental Stairs, Fire Escapes, Porticoes, Wrought Iron Gates, Hay Racks, Mangers, Water Troughs, Hitching Posts, Stall Partitions, Wickets, Wickers, Counter Railing, Office or Bank Railing, Floor Railing, Elevator Enclosures and Cars, Steel Wire Fence, Settees, Chairs, Entrance Gates, Weather Vanes, Cresting, Mausoleum Doors, etc. These goods are made in very handsome and artistic designs, and the catalogue will prove an interesting one.

THOMSON DROP FORGE CO., Plantsville, Conn. Booklet of their "Indestructible" line of Screw Drivers. Included in the contents is the "Sterling" and "Economy" Machine Screw Driver, "Sterling" Pony and Cabinet Screw Driver, Thomson's Drop-Forged Special Screw Driver, "Sterling" and "Economy" Ice Pick, "Sterling" Awl and Drop-Forged Screw Driver Bits.

GEORGE H. STAHL, Quincy, Ill. Illustrated descriptive catalogue of Excelsior Incubators and Brooders, showing the Standard Excelsior, Simplex-Excelsior, Perfected Excelsior, The Wooden Hen, I. X. L. Hen and Brooder Combined, New Excelsior Compartment Brooder and Hen Brooder. The Excelsior Infant Nursery for use by hospitals and physicians is also shown. Various Poultry Foods are described, and Grinding Mills, Clover Cutters, Corn Shellers, Water-Proof Papers for Poultry Houses, Egg Testers, Drinking Fountains for poultry, Galvanized Wire Netting, Handy Carriers, Shipping Boxes, Sprayers, Feed Cookers, etc. Testimonials from every part of the United States are given, as well as from Canada and Cuba, and those interested in this line of goods should write for the catalogue. The Incubators are claimed to be economical and perfect hatching, absolutely reliable and self-regulating.

EAGLE LOCK CO., Terryville, Conn.; New York office, 105 Chambers Street. Illustrated catalogue and price list of Padlocks, including Cast Bronze, Brass and Steel Pin Tumbler Padlocks, Cast Brass Push Key Padlocks, Secure Lever Padlocks, Brass and Steel Master Keyed Padlocks, Corrugated Secure Lever Padlocks, Brass and Steel Spring Padlocks, Combination Padlocks, Secure Lever Bicycle Sprocket Locks, Eureka Padlocks, Assorted Padlocks, Self-Locking Hasp Locks, Dog Collar Locks, etc.

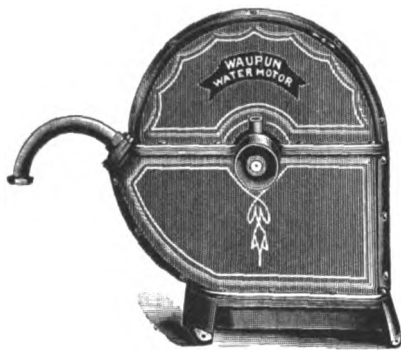
SILVER & CO., 304-314 Hewes Street, Brooklyn, N. Y. Catalogue No. 16 of House Furnishings. A line of Coffee Pots is illustrated under the names "Marion Harland" and "Old Dominion;" Royal and Crown Roasters; Round-Loaf Baking Pans, Cake Moulds, Perforated and Plain Bread Pans, Potato Mashers, Fruit, Beef Tea and Cabbage Presses; Egg Poachers, Timers and Beaters; Bread Cabinets, Toasters, Broilers, Steam Cookers, Flour Bins, Alcohol Stoves, Measuring Glasses, Ice Cutters, Glass Rolling Pins, Sink Strainers, Night Lamps, Gas Burners, Milk Sterilizers, Lemon Squeezers, Soap Dishes, Bath Tub Seats, Bath Cabinets, Oil Heaters, Oil Cook Stoves, Gas Heaters, Gas Cooks, Hot Plates, Ovens, etc., etc. This will be found a very interesting and complete catalogue.

ONEIDA COMMUNITY, LTD., Oneida, N. Y. Illustrated price list of Game Traps and Chains, which includes their Newhouse Game Trap, for rats, gophers, muskrats, minx, foxes, otter, beaver, wolves, bears and grizzly bears. The company also illustrate their Newhouse Clamps, Wolf Trap Wrenches, Victor, Hawley and Norton Traps, Jump Traps, Halter Chains, Dog Chains, Coil Chain, Cow Chains, Picket Chains, Wagon Chains, Sash, Trace and Key Chains, Dog Collars, Snaps, etc. They also give some illustrations of their "Avalon" design in "Triple-Plus" Silverware, and a few pieces of the plainer styles of their manufacture. Particular attention is called to their department of Fruits and Vegetables, of which the company say: "Since 1851 we have packed at Oneida, N. Y., a line of Fruits and Vegetables raised, as far as possible, on our own large farm. The fact that we are located in the very finest territory for growing vegetables and many of the fruits, together with the scrupulous care we have always employed in packing, and the fact that we are able to harvest each crop at the moment when it has reached its highest perfection, and put each product in the cans fresh from the fields—these advantages, aided in later years by accumulated experience, have built up a reputation for our food products in which we have always taken a pardonable pride. We are willing to furnish to customers of our other departments, for use in their own families, sample assortments at wholesale prices. A complete list will be sent upon application, showing over 225 varieties, including Fruits, Vegetables, Jellies, Jams, Fruit Soups, Poultry, Soups and Mince Meat."

NEW GOODS AND SPECIALTIES

WAUPUN WATER MOTOR.

The Althouse-Wheeler Co., Waupun, Wis., are introducing to the trade a line of Water Motors, as illustrated herewith. They are made in sizes ranging in power from that of a sewing machine up to 5 h. p. or more. The power of the motors depends upon the water pressure, as, for instance, if the pressure from water works in a city or town is from 25 to 50 pounds to the square inch, the No. 0 motor, the smallest the company makes, will develop $\frac{1}{8}$ h. p., while with a pressure of from 50 to



WAUPUN WATER MOTOR.

100 pounds the same motor develops $\frac{1}{4}$ h. p. The motors are referred to as powerful and durable, giving power that can be instantly applied, and are so simple that they can be operated by any one. Among points of excellence the following are mentioned: That compared with steam engines, the first cost is less; that they cannot freeze up, that they make no dirt nor noise, and that they take up very little floor space. The motors are especially designed to give every ounce of power that can possibly be obtained from the water used. They are alluded to as first-class in make and finish, having iron cases and steel shafts, with adjustable bearings to take up wear. The motors are adapted to driving ice cream freezers, jeweler's and dental lathes, dynamos for electric lights, scroll saws, telephone generators, coffee roasters, meat cutters, washing machines, sewing machines, coffee and spice mills, exhaust fans and blowers, etc.

ROSE AUTOMATIC KNIFE AND SCISSORS GRINDER.

Colonial Supply Co., Wellsville, N. Y., are placing upon the market the Rose Automatic Knife and Scissors Grinder, put up in an attractive and convenient form to meet with a ready sale, and will be noticed in the illustration herewith. This is



ROSE AUTOMATIC KNIFE AND SCISSORS GRINDER.

claimed to be the only practical device for sharpening and keeping sharp the knives and scissors of the household. The manufacturers for special introduction make the following offer on first order only. They will ship this handsome display case and one dozen Grinders just as shown in cut, all charges prepaid, anywhere in the United States, to any merchant giving his order to their salesmen—otherwise all goods are sold f. o. b. factory Philadelphia. Rose Grinders are packed in cartons of one dozen.

DANDY CLOTHES LIFTER AND DRAINER.

Theo. J. Ely Mfg. Co., Girard, Pa., are the manufacturers of a useful device, which is marketed under the name of the Dandy Clothes Lifter and Drainer, and of which we give a couple of illustrations. By the use of this Lifter and Drainer the clothes may be lifted out of a wash boiler without the use of a stick or other devices. In Fig. 2 the drainer and lifter device is

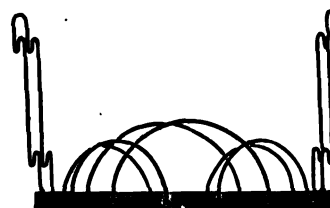


FIG. 1.—ELY'S DANDY CLOTHES LIFTER AND DRAINER.

shown in the boiler. The clothes are held up from the bottom of the boiler to permit the water to flow freely through them, thus materially assisting in the cleaning process. When removing the clothes from the boiler one end of the drainer is lifted to the top of the boiler and suspended on the edge of the boiler by the lower offsets in the uprights. The other end of the drainer is then lifted in the same manner, in which position

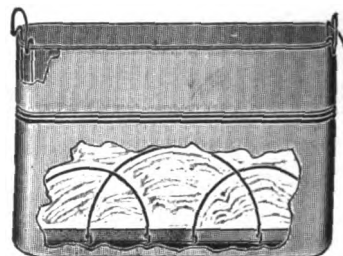


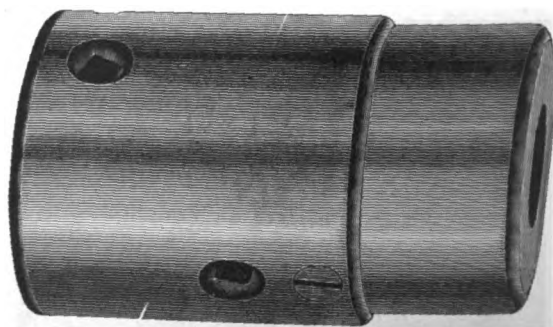
FIG. 2.—CLOTHES LIFTER AND DRAINER IN BOILER.

it is firmly held, permitting the water to drain out, after which the clothes may be lifted to the tub. The device may also be used when preserving fruit, permitting the cans filled with fruit to be placed near the bottom of the boiler, from which position they may with care be lifted to the top and sealed. The device is made to fit Nos. 8 and 9 boilers.

WIDE RANGE DRILL CHUCK.

Wide Range Drill-Chuck & Tool Co., Inc., Muncie, Ind., are the manufacturers of the Wide Range Drill-Chuck illustrated herewith. The special points of merit are:

That it is a positive drive and will take practically any drill manufactured without readjusting the chuck in any way. It will also take any and all drills that have had the tangs twisted



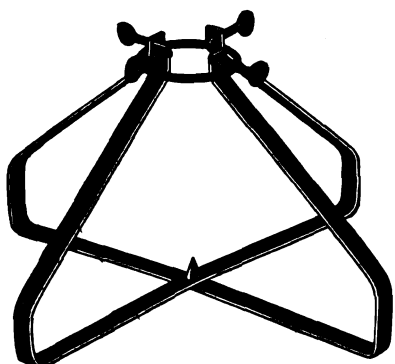
WIDE RANGE DRILL CHUCK

off or been worn smooth in a friction chuck and thrown aside as useless, which means a very material saving to any manufacturer; that it is very simple, having no complicated parts to be replaced and no wearing parts to make repairs on the chuck

cost more than its original price. It is steel throughout, and in placing it on trial the manufacturers have always invited the severest trial possible, with the result that it has stood up under every test made. It is self centering and always true, the mechanism of the chuck compelling it to come up true when tightening the chuck. It is very small and compact and perfectly smooth, and taking the range of the drills it will hold into consideration, it is claimed to be the smallest chuck on the market; consequently will drill holes nearer an angle or corner than any similar chuck.

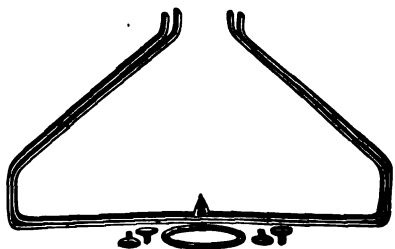
RIEK'S CHRISTMAS TREE HOLDER.

Rhineland Mfg. Co., Rhineland, Wis., are manufacturing the Christmas Tree Holder shown in the accompanying illustrations. In Fig. 1 it is shown ready for use, and in Fig. 2 folded for shipping or storing. The standard is made of band iron, $\frac{1}{8}$ inch thick and $\frac{3}{4}$ inch wide. The base measures 16 inches and is 10 inches in height. As seen in Fig. 2, the base pieces have the same contour, but are of slightly different size, so as



RIEK'S CHRISTMAS TREE HOLDER.

to fold one within the other. There are holes in the pieces at the bottom, through which screws are to be driven to securely hold the device to the floor of the room or whatever the holder may stand upon. The spur which the parts turn is also used to set the butt of the tree on, so that it will remain stationary at the bottom. The four terminals of the holder have threaded holes near their ends, to take the thumb or binding screws.

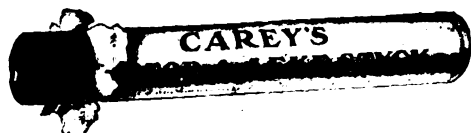


FOLDED FOR SHIPPING OR STORAGE.

The tree trunk is passed inside the ring and between the terminals and rests on the spur below. The thumb screws are turned so as to force their points into the trunk of the tree. The holder is thus suitable for use on different size trees down to three inches in diameter, and by the adjustment of the screws the tree may be brought to a vertical position and held there without the use of wires or braces. The holder is finished in green enamel, is neat in appearance, convenient, occupies little space, and the manufacturers claim, will last indefinitely. The holders are carefully put up in 1, 2, and 3 dozen packages, weighing 33 pounds to the dozen.

CAREY'S "STOP-A-LEKE" STYCK.

The Philip Carey Mfg. Co., Cincinnati, Ohio, are introducing to the trade Carey's "Stop-a-Leke" Styck, which we illustrate herewith. It is an elastic compound, in stick form, that will not dry out or become brittle. It can be used during any season of the year, in all climates, as it is unaffected by extremes of heat or cold. In use the leak is prepared by brushing or scraping



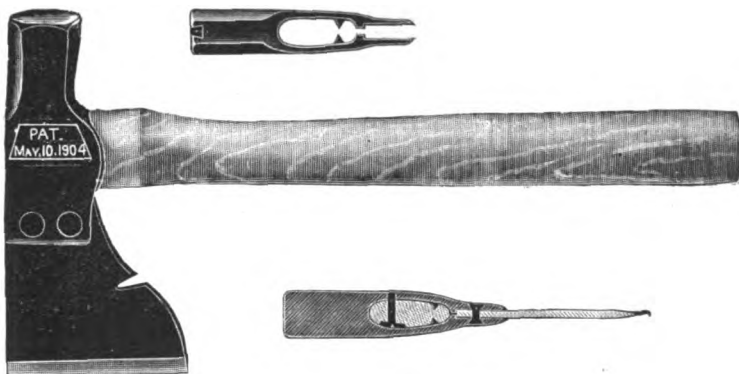
CAREY'S "STOP-A-LEKE" STYCK.

away the particles of dust or dirt from around the leak, and then some of the Stop-a-Leke is rubbed into the leak, filling up

the aperture with the same, using for the purpose an ordinary putty knife or some similar tool. In making repairs to water-soaked wooden surfaces, such as boats or wooden tanks, after the surface has become dry, apply the elastic compound and it will stick without difficulty, and it will be impossible for the action of the water to wash it away from the leak. It is claimed to mend leaks permanently and quickly in any kind of roof, around skylights, dormer windows, chimneys, down spouts, gutters, valleys, etc. It is also especially adapted for stopping leaks in boats, water tanks, water jackets, buckets, sprinkling pots, barrels, slop pails, water troughs, tubs, etc. The Styck is $1\frac{1}{4}$ inches in diameter by 10 inches long, and is always ready for use.

DIAMOND HOUSEHOLD HATCHET.

The Diamond Shear Co., Wilmington, Del., are the manufacturers of the Diamond Household Hatchet, an illustration of which accompanies this article. It is claimed by the manufacturers to be a Hatchet that will never come loose in the handle in any service. The handle is first inserted in the eye of the semi-steel casting head, which in casting is made a suf-

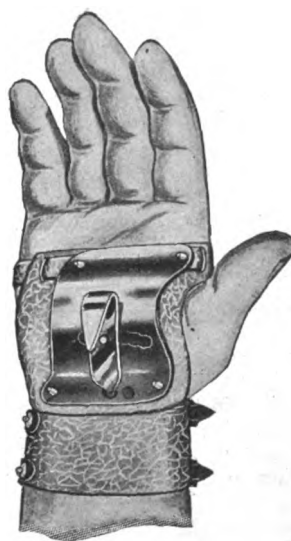


DIAMOND HOUSEHOLD HATCHET.

ficient distance apart to allow the handle to pass the spuds, then by machinery the head is forced together. The spuds enter the handle and the high carbon steel blade is placed in position and securely riveted by machinery, making a stiff, compact hatchet for family use, the whole weighing the same as a regular hatchet, which can be retailed at a moderate price, paying the dealer a satisfactory profit. They are put up in boxes of half dozen each, labelled and sold f. o. b. factory.

BOSS ADJUSTABLE HOOK HUSKER NO. 59.

The Boss Manufacturing Co., Kewanee, Ill., are manufacturing a large line of Gloves and Mittens, Corn Huskers, etc., which are well illustrated and described in their catalogue. One of the most popular Huskers is their New Adjustable Hook

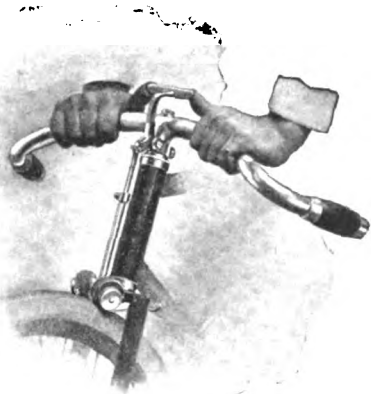


BOSS ADJUSTABLE HOOK HUSKER NO. 59.

Husker, Style 59, of which we give an illustration. It has strong steel shield with steel hook, capable of fourteen different adjustments on the hand, the leather used being strong, soft and pliable. They can be furnished in left hand when desired. These goods are standard throughout the country and may be relied upon as giving universal satisfaction. The company manufactures exclusively for the wholesale and jobbing trade.

"DUCK" IMPROVED ROLLER BICYCLE BRAKE.

The New York Sporting Goods Co., 17 Warren Street, New York, are offering the trade the "Duck" Improved Roller Bicycle Brake, of which we give two illustrations. The two rubber rollers of the Brake are pressed to the tire of the front wheel of the bicycle, but as there is no friction between the rubber rollers and the tire there is no injury to the tire. When the



"DUCK" IMPROVED ROLLER BICYCLE BRAKE.

pressure is applied to the lever the rollers come in contact with the tire, but the friction is solely between the hardwood spool and the steel washers upon the ends of the forked axle of the brake. The brake is easily applied to a bicycle. The lower half of this brake can be combined with the regular long-handled lever common on bicycles, and this part is sold separately



WHEN APPLIED TO THE LONG LEVER OF CYCLE.

if desired. Ladies or inexperienced riders prefer the long lever on the Brake, as it can be worked without removing the hand from the grip, but the average rider uses the thumb lever, as it does not encumber the handle bar. The lower half is made $4\frac{1}{2}$ inches long for 20 and 22-inch bicycles, and $5\frac{1}{2}$ inches for 24 and 26-inch bicycles.

"LABOR PROBLEM VS. DIVIDENDS."

A pamphlet of sixteen pages has recently been published of which T. S. Laughlin, president of The Thomas Laughlin Company, Portland, Maine, is the author, which exhaustively deals in the detailed information required by manufacturing companies, that would suggest new thoughts to the employer and employee, demonstrating to them how small a leak in the matter of labor destroys profits and how a little added difference in the matter of labor augments the profits. He says:

"The writer has had practical experience in the matter of labor, as he worked before and behind the anvil in a blacksmith shop for over twenty-five years, starting forty years ago with a single forge and helper as a shipsmith for local work. In 1870 only two customers were added outside the city of Portland; from which has grown the Thomas Laughlin Company, who are manufacturers of the largest line of marine Hardware and fittings in the United States, and whose products are sent to all parts of the world. This has been largely accomplished by always keeping in view three things: modern methods in manufacturing; the

greatest output for the least labor, and a constant improvement in quality. The successful outcome has been three-fold: Lower prices to our customers, higher salaries and wages to our em- that well-known maxim of the buyer, 'Never be satisfied with the present cost.'

We take a few extracts from the contents of the pamphlet, which will indicate its value in reference to the objects to be attained, taking only a single paragraph from under each head.

REDUCTION OF HOURS TO MAKE STOCK WORTHLESS.

If a corporation with fifty thousand dollars capital, employing 50 men at \$3.00 per day, of 10 hours, and working 300 days per year, was making a net profit of \$3,000 per year, or 6 per cent. on its capital stock, and its workmen should demand 8 hours per day instead of 10, without doing any more work per hour, it would amount to a loss of \$9,000 per year, equal to 18 per cent. on its capital stock.

AMOUNT OF INCREASE TO PAY DIVIDENDS.

A corporation with \$50,000 capital, and employing 200 men at \$3.00 per day and not making any profits to pay dividends, could make \$3,000 per year or 6 per cent. on its capital if the product of its employees could be increased one and two-thirds per cent. on the wages paid, or 5 cents per day on each man.

EXTENT OF IMPROVEMENTS NECESSARY TO PAY DIVIDENDS.

A corporation having a capital of fifty thousand dollars, and employing 200 men at an average of \$3.00 per day, of 10 hours, and working 300 days in the year, and was making no profits with which to pay dividends, and improvements could be added so that each man could do one minute more work in each hour, such addition would amount to enough to pay 6 per cent. on its capital stock.

LOST TIME REQUIRED TO STOP DIVIDENDS.

A corporation with a capital of \$50,000, employing 200 men at average wages of \$3.00 per day, of 10 hours, and working 300 days in a year, and making only 6 per cent. on its capital, would not be able to pay any dividends on its capital if the 200 men employed should lose one minute in every hour. If this same number of men should be employed at \$2.00 per day, a loss of $1\frac{1}{2}$ minutes each hour would accomplish the same result. If the same number of men were employed at \$1.00 per day, a loss of three minutes each hour would make the stock worthless as an investment.

REDUCTION OF WAGES NECESSARY TO PAY DIVIDENDS.

A corporation with a capital of \$50,000, and employing 200 men, at \$3.00 per day, of 10 hours, and working 300 days per year, and not making profits from which to pay dividends, by a reduction of 5 cents per day from each man or 1 2-3 per cent., would amount to \$3,000, or 6 per cent. on the capital stock. If the wages paid were \$2.00 per day, working the same number of hours per year, it would be necessary to make a reduction of 5 cents per day from each man, or $2\frac{1}{2}$ per cent. from his wages, which would amount to 6 per cent. on the capital stock.

PROFITS REQUIRED TO GET DIVIDENDS.

A corporation with a capital of \$50,000 and doing a business of \$50,000 per year, would require a net profit of 6 cents upon every dollar's worth of goods sold to pay 6 per cent. on its capital stock.

If the same corporation should do a business of \$100,000 per year, it would only be necessary to make 3 cents on every dollar's worth of goods sold in order to pay 6 per cent. on its capital, and if it should do a business of \$200,000 per year, a net profit of 1 1/2 cents on every dollar's worth of goods sold would pay 6 per cent. on the investment.

NET PROFIT ON EACH MAN TO PAY DIVIDENDS.

A corporation having a capital of \$50,000, employing 200 men, it would only be necessary to make a net profit of 5 cents per day on each employee in order to make 6 per cent. on its capital stock.

NUMBER OF HOURS TO PAY LABOR DIVIDENDS.

A corporation with a capital of \$50,000 and employing 50 men at \$1.00 per day of 10 hours, working 300 days per year and making a net profit of \$3,000, or 6 per cent. on its capital stock, would have to run 8 hours per day to pay for its labor, and the extra 2 hours to make \$3,000, or 6 per cent. on its capital stock.

HUMOROUS LOGIC.

This is an age of progress. We have the horseless carriage, the smokeless smokestack and the payless insurance companies.

Unquestionably it will take a long time to try the Thaw murder case. It is said the estate is worth \$40,000,000.

Fire insurance companies are raising their rates, to get back the money they refuse to pay the San Francisco people.

Of course we all know the American girl marries the titled foreigner merely because he is irresistible. But why do the titled foreigners marry our American girls?

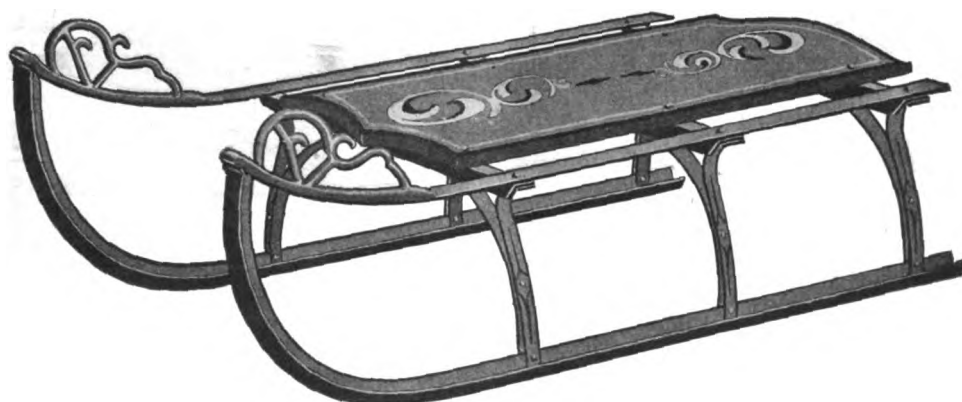
This packing house scandal is more far-reaching than some may imagine. A Des Moines man named Pigg has applied to the court to change his name.

THE WAGNER STEEL SLEDS.

The Wagner Mfg. Co., Cedar Falls, Iowa, are manufacturing a line of Steel Sleds and Coasters, which for strength and durability bid fair to take a leading position among articles of this kind of kindred utility. We present an illustration of their Steel Sleds, which comprise eight different patterns, and 18 different numbers. Among numerous points of great advantage

for a lady's skate, in the muff. They are made in six sizes, from 1 to 6, and in styles as follows:

- No. 80, "Chase," Pigskin, Black, Cloth Lined; strong and durable.
No. 81, "Chase" Pigskin, Tan Color. Extra Heavy, with durable cloth lining



THE WAGNER STEEL SLED.

claimed over other sleds by the manufacturers is the fact that they have a T shaped rounded bottom steel runner, and half-circle benches or knees, the latter so constructed that the circle of the outer support braces against the circle of the inner bow-shaped support, the two being securely riveted to an L shaped steel beam, or top cross-piece, to provide great strength at the place where strength is required on the sled. The runners are made of rounded bottom T steel to insure speed and easy running. The braces come down, one on each side of the runner, and are

No. 82, "Chase" Seal Grain, Dark Green. Extra Heavy, with double cloth lining.

No. 83, Leather, Black.

Wallets for racing skates (sizes 5 and 6) made in grades, No. 81, 82 and 83 only.

The Company has greatly improved its line of Folding Pocket Skates by adopting a reinforced clamp, by which the strength of both heel and toe clamps has been increased.

STEVENS OFF-HAND TARGET PISTOL NO. 35.

J. Stevens Arms & Tool Co., Chicopee Falls, Mass., are placing on the market the Target Pistol shown herewith. It was brought out to supply the demand for a Target Pistol heavier



STEVENS OFF-HAND TARGET PISTOL NO 35.



SHOWING THE STRENGTH OF SLED.

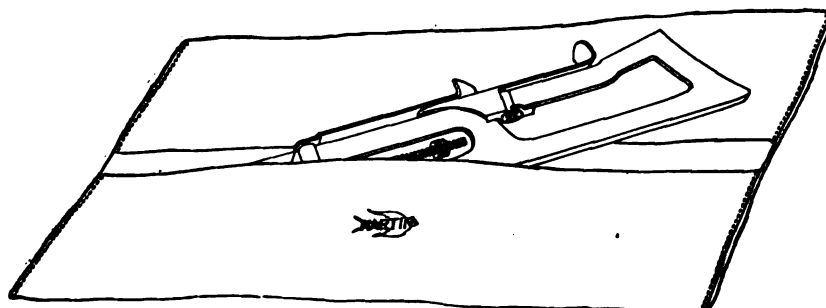
riveted through its upper part. The runner is therefore firmly held in place in being braced on each side, and this form of construction obviates the use of rivets on the rounded bottom, the heads of which would be liable to catch snow and ice or form some other sort of obstruction. The sleds are finely decorated and of a design that will make them popular.

MARTIN WATERPROOF SKATE WALLET.

The Martin Skate Co., Old South Building, Boston, Mass., are the makers of a line of Waterproof Wallets designed es-

pecially to carry the Martin Skate in most compact form. Each Wallet carries a pair of skates, one in each of the pockets to prevent scratching, which can be carried in the pocket, or

than the "Diamond," at a popular price. The No. 35 Off-hand Target Pistol has a heavy butt, which has made the "Lord," "Conlin" and "Gould" so popular because of their "balance" and "hang." It will be supplied with a 6-inch barrel, weighing 1 lb. 6 oz., and with an 8-inch barrel weighing 1 lb. 10 oz. It is designed for the use of 0.22 and 0.25 rim fire ammunition, the 0.22 handling 0.22 short, 0.22 long, 0.22 long rifle and 0.22 Stevens-Pope armory cartridges. It will be guaranteed to have the accuracy for which Stevens pistols and rifles have earned an international reputation.



MARTIN WATERPROOF SKATE WALLET.

WISE HUBBY.

"Does your husband talk in his sleep?"

"No; he is too mean."—*Cleveland Plain Dealer.*

There's a Screw Loose in the Shear
You Are Using

UNLESS
You Have
the
Screwless
Spring-set
Shear



**THAT Is the Shear You Should Buy
and the Shear You Should Sell**

**Which Kind do
YOU Handle**

The Screw-loose,
Screw-set Shear

or The...

**Screwless
Spring-set
Shear**

?

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customers.

Davies Automatic Shear Co.,
41-43 Maiden Lane,
New York City.

**WRITE FOR
CIRCULAR "A"**
Mention "Hardware."



CARELESS SHIPMENTS.

COMPLAINTS FROM GERMAN CONSIGNEES.

Consul P. Lieber, writing from Dusseldorf, tells of the carelessness of some Americans who ship goods to Germany, as follows:

Carelessness in packing goods for export and unreasonable delays in transit are causing a great many complaints among the consignees in Europe and are detrimental to the development of our export trade. For example, a case of whisky came with a breakage of 17 per cent., owing to the fact that the bottles were too close to the sides of the box and not protected by a layer of straw or other material. Two steel ranges bought from a factory at Lorain, Ohio, and shipped from there in September, 1905, did not reach Dusseldorf until the last week in May, and were received in a shameful condition and fully one-third of the castings used in the construction of the ranges were broken and had to be replaced by a local foundry at great expense. The ranges were not fastened and bolted down as they should have been; they were simply left loose inside of the box and the handling at the various depots and piers, even if it had been most careful, could not help but to injure the ranges in a manner that had they been shipped to a merchant they would have been refused by the consignee and left at shipper's hands. If we expect to enlarge our export trade this item of packing and quick transportation is of the utmost importance and will be worthy of careful consideration on the part of our shippers.

METRIC SIGNS.

FRENCH RULES FOR ABBREVIATIONS.

The French minister of public instruction has decided that all teachers throughout France are in future to employ the following distinctive abbreviations for the various weights and measures: For denoting length—myriametre, Mm; kilometre, Km; hectometre, Hm; decametre, dam; metre, m; decimetre, dm; centimetre, Cm, and millimetre, mm. For areas—hectare, ha; are, a, and centiare, ca or m. For measures of bulk (timber), decastere, das; stere, s or m, and decistere, ds. For measures of mass and weight—tonne, t; quintal metrique, q; kilogramme, kg; hectogramme, hg; decagramme, dag; gramme, g; decigramme, dg; centigramme, cg, and milligramme, mg. For measures of capacity—kilolitre, kl; hectolitre, hl; decalitre, dal;

litre, l; decilitre, dl; centilitre, cl, and millilitre, ml. The use of the capital letters for the three largest denominations of length are intended to prevent confusion, and all the other abbreviations follow on uniform lines. The employment of full stops between the letters is officially abolished, and k. g. for kilogramme and m. m. for millimetre disappear.

SPAULDING MFG. CO. AND THEIR INJUNCTION.

Judge Edward Whitson, sitting in the Federal Court for the Spokane District, has granted a blanket injunction at the instance of the Spaulding Manufacturing Company of Grinnell, Ia., restraining the Inland Empire Implement & Hardware Dealers' Association, E. W. Evenson, formerly its secretary; M. E. Hay, E. E. Lucas, S. P. Cooke, R. J. Heath of Wilbur, Wash., and John Doe and Richard Roe from "preceding, following in such a manner as to hinder, obstruct, harass or annoy or intimidate" the representatives of the complaining concern. The arguments on the question of making the restrainer a permanent order will be heard in August.

This action is the result of a decision of the implement and Hardware dealers of the Inland Empire to fight Eastern buggy and stove manufacturers, who are charged with sending their products into the Spokane country and peddling them direct to farmers and ranchers. The Inland Empire Association, to whose notice the invasion of the Eastern makers was brought some time ago, has set aside a big protection fund and a lively battle will follow. Officials of the Association say there is more than 70 canvassers for Eastern houses in the field, which they claim rightfully belongs to the local dealers, and it is purposed to rout them.

The Spaulding company is also eager to clear the atmosphere, claiming that its representatives have a right to sell direct to the trade, without the intervention of the dealers.

Washington sends between \$250,000 and \$275,000 East every year, the local dealers say, and they believe it is their duty to protect themselves against peddlers. The buggy business has been made the subject of a State license of \$200, in the interest of local trade. Judge Warren of the Superior Court of Davenport, recently declared it illegal, but Judge Huneke of the Superior Court of Spokane County, held shortly afterward that it is constitutional and can be enforced.

OUR CANADIAN LETTER

(By Our Special Correspondent.)

TORONTO, August 5, 1906.

WESTERN CANADA CONVENTION.

The semi-annual convention of the Retail Hardware and Stove Dealers' Association of Western Canada was held on July 25 at Winnipeg, the Chicago of the Canadian Northwest. As usual the attendance was only about half the number which enrolls at the annual meetings in February, but with about thirty on hand in the busy harvest season the Association shows ample signs of life and activity. In his semi-annual address, President A. J. Falconer, Deloraine, Man., referred to the existing relations between the jobbing trade in Western Canada and the retailers, saying that with one exception the relations were satisfactory. A Duluth jobbing house which has established a branch in Winnipeg, however, was, he said, openly selling to consumers, and had treated with contempt the protests of the Association's officers, defying the organized retailers, and saying they intended to continue to sell as much or as little as they pleased to anybody in or out of the trade. The president suggested as a possible remedy the establishment of a "buyer's exchange," the retailers investing from \$300,000 to \$400,000 in the co-operative jobbing house. The matter was dealt with later, but the president's suggested remedy was not even referred to again during the convention.

The secretary read an interesting report, showing a splendid growth in the membership of the Association, over 300 out of a possible 400 being now in the organization. Dues were hard to collect in some quarters, owing to the neglect of members, but the Association had a balance of about \$300 in its treasury. Reference was made to the affiliation of the Association last Winter with the Retail Merchants' Association of Canada—an organization comprising all classes of merchants. It was pointed out that no results were yet visible from the affiliation, and the president suggested that the delegates rescind their former action.

A letter was read from the recently organized Ontario Retail Hardware and Stove Dealers' Association, naming its secretary, Weston Wrigley, Toronto, as a fraternal delegate to the Winnipeg convention. In a brief address, Mr. Wrigley referred to the wonderful progress of the Association in Ontario, where about 150 members had been enrolled in the first three months, in spite of bitter opposition on the part of the Retail Merchants' Association. He suggested that a National organization might be formed to govern trade matters and conduct a plan of mutual fire insurance. The two Associations might work together, also, in many ways. For instance, a Winnipeg jobber is said to be selling wire nails to consumers at Port Arthur, Ont., at prices less than the retail trade can buy at delivered at that point. Winnipeg jobbers, too, say they are forced to sell to consumers, as Toronto jobbers do so. Each association could help the other.

RESOLUTIONS DISCUSSED.

The greatest discussion took place over two resolutions introduced—one in favor of forming a Dominion Hardware Association, and the other in favor of withdrawing from the affiliation with the Retail Merchants' Association, the officers of which had shown gross incapacity and discourtesy. The first was carried unanimously, and the latter, after much discussion, left over for action at the next convention.

A strong resolution was adopted against jobbers selling to consumers and the actions of the Marshall-Wells Hardware Co. particularly were severely criticised. Some complaint was also received regarding a metal roofing company. It was decided that the time for action had arrived, and the secretary was given the necessary instructions.

Resolutions were also carried in reference to the lack of satisfactory lien laws in Western Canada, the interference with retailers' help by travelers acting for jobbing houses, urging dealers in farm districts to refuse to give credit from November to April, and in favor of an amendment to the Canadian criminal code preventing business men from entering into price agreements.

A committee was appointed to prepare a draft plan of organization for a National organization, and a resolution of thanks to the Ontario Association and its fraternal delegate was carried unanimously. A resolution of thanks was also tendered the Canadian trade press for its assistance in organizing and building up the Association in Western Canada, this action being taken in answer to a resolution passed at a recent convention of the Do-

minion Retail Merchants' Association, Secretary Trowern of that body (who publishes a small, privately-owned monthly) having made the foolish statement: "You cannot place your hand on a trade paper which was ever helped a trade organization."

The Ontario Retail Hardware and Stove Dealers' Association hold another convention in Toronto on September 4 and 5.

NEWS OF THE TRADE.

J. J. Small has sold his Hardware business at Uxbridge, Ont., to Henry Shelly.

A rumor is again current that Siegel, Cooper & Co., Chicago, will establish a branch warehouse at Toronto.

Weichel Bros., Waterloo and Elmira, Ont., have opened a branch Hardware store at Berlin, and have formed a syndicate to establish a number of five and ten cent stores.

Toronto Hardwaremen have organized a branch of the Ontario Retail Hardware Association.

The annual meeting of the Maritime Wholesale Hardware Association was held at Digby, N. S., a few days ago. Representatives from nearly all of the wholesale Hardware firms in the Maritime Provinces were present. After discussing trade matters in general, the following officers were elected: President, E. K. Spinney, Yarmouth, N. S.; vice-president, John J. Keefe, St. John, N. B.; executive committee, W. H. Sterns, T. Douglas, Percy Simmonds, T. C. Lee, J. R. Mudray and W. H. Smith.

The Peterboro Shovel & Tool Co., Peterboro, Ont., have decided to erect a new brick warehouse, 40 by 100 feet, at a cost of \$3,000.

The Banwell-Hoxie Fence Co., of Hamilton, are to build an addition to their factory to cost \$2,500.

W. G. Pow, head salesman for W. R. Hobbs & Co., Tillsonburg, Ont., and one of Canada's best Hardware window dressers, has joined the traveling staff of the Hobbs Mfg. Co., London.

Thomas H. Leeming, Kamloops, B. C., has sold his Hardware store to N. S. Dalgleish.

H. H. Dryden, Sussex, N. B., has formed an incorporated company to carry on his Hardware and stove business.

The Francis Frost Paint Co., Toronto, has commenced the erection of a \$30,000 paint factory at Toronto Junction.

The John Morrow Machine Screw Co., Ingersoll, Ont., have set aside \$1500 as profits to be shared with their employees.

T. P. McIntyre, sales manager of the Marshall-Wells Co., Winnipeg, has resigned his position to become general manager of the Ladysmith, B. C., Stove and Iron Works. T. L. Waldon, manager of Caverhill, Learmont & Co.'s Winnipeg branch, has been appointed to the vacancy caused by Mr. McIntyre's resignation and F. Ross Newman, manager of the Canadian Fairbanks Co.'s branch at Winnipeg and son of T. H. Newman, of Caverhill, Learmont & Co., Montreal, has taken Mr. Waldon's former position.

Robert D. Munro, of the British-American Paint Co., Victoria, B. C., and son of Robert Munro, managing director of the Canada Paint Co., Montreal, died suddenly on August 1, being only 32 years of age.

The farm implement trade in Western Canada during the present year promises to dwarf anything which has preceded it. The large number of settlers who are advancing in a stream to the fertile plains of the West need a great quantity of implements wherewith to carry on the operations of the farm. Already there has been an increase of from 50 to 150 per cent. over the business done a year ago. At the rate immigrants are going in this increase should steadily grow. In connection with this Western development it is interesting to note that in ten days early in the season, 334 carloads of settlers' effects were received by the Canadian Pacific Railway Co., from the United States side, and during the same time 182 carloads from Eastern Canada were handled at Fort William. This makes an average of 53 carloads of new settlers' belongings going into Western Canada daily. When to the number of farmers represented by these figures are added the business and professional men and artisans who will follow them, the prospective increase for the year becomes truly great.

Kansas always had the name of carrying everything to the extreme, but this is the limit: E. H. Phillips, a Prohibitionist of Winfield, Kans., recently committed suicide rather than have a bench warrant served upon him, by an officer who was formerly a saloon man.

REVIEW OF THE MARKETS.

WIRE NAILS: The trade are doing their best to have their orders booked for Wire Nails, those placed with the mills being reported as exceeding the same month last year. There will be large sales of Wire Nails during the coming season. Notwithstanding concessions of 5 cents per keg have been made on orders exceeding carload lots, the market is quoted as firm and steady. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|--|--------|
| Carloads to jobbers | \$1.85 |
| Carload lots to retail merchants | 1.90 |

New York.—The local demand is very moderate in tone, the hot weather of the past fortnight affecting the requisitions in a modified degree. Quotations for small lots from store are on the basis of \$2.10 per keg.

CUT NAILS: The Cut Nail Association at their recent meeting, July 25, made no change in prices, the previous quotations being reaffirmed. Orders are represented in new business at a concession of 5 cents per keg, but the strength of the market is firm. Manufacturers have been reducing the output of this month by agreement. Official quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—The local demand is a light one, as is customary at this time of the year, quotations for small lots from store being on the basis of \$2 per keg.

BARB WIRE: Contract orders for Fall are now being placed by the large trade, the desire to have the orders booked prevailing. The railroads have been good customers of the mills, concessions of 5 cents per 100 lbs. being made on some large lots in excess of carloads. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | | |
|--|--------|--------|
| Jobbers, carload lots | \$2.00 | \$2.30 |
| Retailers, carload lots | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: The demand during July has been heavy, and exceptional, being in excess of previous requirements at this time of the year. Fence manufacturers are placing their orders for requirements this Fall and Winter. The output has been restricted by a shortage in the supply of steel, making the mills greatly behind in their orders. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

ROPE: The following prices may be said to represent the market:

| | Cents Per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12½ |
| B Quality Manila | 11½ |
| Pure Sisal, 7-16 and larger | 9 |
| No. 2 Sisal, 7-16 and larger | 7¾ |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.;

| | |
|-------------------------------------|----------------------|
| In lots of less than 5 barrels | 39 cents per gallon. |
| In lots of 5 barrels or more | 38 cents per gallon. |

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

| | |
|--|----------------------|
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw. | |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw. | |
| Calcutta Oil | 68 cents per gallon. |

THE PHILADELPHIA TRADE.

In these days of extreme activity, one hardly knows what comment to make in addition to all that has been said and written regarding business conditions. Philadelphia, during the week past, has broken records as far as almost unbreakable humid weather is concerned, but in spite of these discomforts, business has continued without any sign of abatement, any more than is usually looked for at this midsummer season, and not so much so as in past years.

Crop reports from all over the country seem to be very satisfactory, which, in itself, is a good sign, and recent advances in prominent lines, whilst not excessive, lead one to suppose that the coming Fall season will be fruitful of good results.

As the year rolls on and the results of each succeeding month show their percentage of increased volume of business over respective months of years gone by, one naturally wonders how long this can continue, and how near we are to the top of the hill of prosperity which we are all climbing at the present time, but from reports in trade papers, etc., there does not seem to be any cloud on the business horizon. Everyone seems to have exceeded their most sanguine expectations for the first half of the year, and from the present outlook, we see no reason why the remaining months should not show equally satisfactory results as their predecessors. Some go so far as to predict even a greater volume, and to suggest a continuance for the first half of 1907. To come down to actual facts, slight advances all along the line seem to be the order of the day, with the exception of those on which competition prevents. Goods are not easily obtainable, and we are compelled to specify further in advance of our requirements than we have for years.

BIDDLE HARDWARE CO.

THE CLEVELAND TRADE.

Now that good crops are assured we can anticipate a continuation of prosperity. It is safe to predict that we shall not have a boom, but in place of it very firm prices and difficulty in securing stocks. Stocks in manufacturers' hands have not been as slow for many years to begin Fall trade, and many mills are behind in filling orders. There will be no dull time to accumulate stocks for Fall orders. A few years since such a condition would have produced a boom in price but we have learned that booms breed panics, and neither is wanted. The large combinations can, and have done much to prevent them. If the financiers in Wall Street could prevent them there, it would be a blessing to the country. Speculation is the bane of legitimate business. The lack of integrity in manipulating booms makes stock dealing gambling, and demoralizes public sentiment. Buying stocks in Wall Street as an investment is regarded immoral. A minister was recently driven from an Ohio pulpit, because he dealt in stocks, and many business men have lost reputation from the same cause. Speculation in purchasing goods is much less in vogue than formerly. Among the large manufacturers 60 days is made the limit of time for delivery where it was formerly six months or a year. This has decreased speculation. The last half of 1906 will equal the first half for business, and 1907 will come with a promising outlook. Political forces are being lined up for the next Presidential election. Roosevelt has made the platform that will furnish material for both parties and the party that the people think mean it most, and are most likely to execute it will win, and as a majority of the people are not likely to be fooled, we may anticipate continuous prosperity. With all our manifest irregularities, pleasure, joy and blessedness are widely enjoyed by the people. In the mad rush to get rich we have trespassed, but indictments will aid in restoring a normal temperature. There is more cause for worship than worry.

THE LOCKWOOD-TAYLOR HARDWARE CO.

THE PITTSBURGH TRADE.

July closed with a good advance over same month in 1905, and August opens with favorable auspices. After vacation of travelers, on the first Fall trip orders are generally for immediate wants, which have accumulated while the men are off the road, but we cannot see any reason why there should not be a large trade the remainder of the year. Reports of the grain crops in the West are very favorable, and farmers will get good prices

FILES

Nicholson
Arcade
American



Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle



J. B. Smith
"X-F"
Gold Medal

MANUFACTURED
— BY —

NICHOLSON FILE CO..

Providence, R. I.

for them. Orders in the hands of manufacturers are heavy, indicating the faith of merchants in a busy season.

The announcement by the Pennsylvania Railroad of a reduction in local fares to 2½ cents per mile, and that 1,000-mile books at \$20 may be used by any person or by any number, is a distinct victory for public opinion upon this subject. Low fares promote travel, and make business for both the railroads and merchants.

LOGAN-GREGG HARDWARE CO.

THE SAGINAW TRADE.

We are having the usual trade for this dull season of the year. The weather is warm and the crops look fine and they claim the sugar beet crop will be the finest that they have ever had in this part of the State. It is vacation time and a great many of the proprietors and employees are on the nearby lakes and rivers, fishing, picnicing and boating.

MORLEY BROTHERS.

THE COLUMBUS TRADE.

It has been some time since we made a report. We have been too busy to do anything that was not crowding us, and conditions have not changed much. It is the same old grind six days in the week with plenty to do, and the same troubles still exist—slow shipments, high prices by manufacturers and low prices by jobbers. Manufacturers can and do get advances. Jobbers could but do not. It is such fun to do business, you know.

Building all over Ohio is at high tide and if it were not for the combination among lumber dealers and the extreme high prices for labor, there would be an overflow. Saw and hatchet carpenters are getting 40 cts. an hour, brick layers 65 cts. an hour and others in same proportion, in our city. If you want to buy brick, you must first tell the brick maker who is going to lay the brick and if he is not a union brick layer, you cannot buy a brick. This is true in some other lines. Talk about your combinations, but we don't know of any as unreasonable and arbitrary as the labor unions. A number of our customers say these conditions exist in other and smaller cities throughout Ohio. Moulders in our city have been on a strike for nearly a month, and it looks very much as though the open shop policy will prevail hereafter.

We find the manufacturers in our city are overloaded with orders. Instead of accumulating stock as they usually do at this time, they cannot get goods out fast enough.

Wheat is being threshed and is yielding the highest average ever known. We regret to say that the continued wet weather has damaged many crops after the wheat was in the stock. Oats will not be up to the average. The hay crop was good, and the good old reliable corn crop bids fair to be a record breaker. The outlook for a large apple crop is good. Surely we have been blessed with a bounteous harvest this year. Everything indicates a big fall business. We never had as many goods sold for future delivery as now. With the shortage of goods this season, dealers are getting orders placed early so as to not be short when the demand begins.

THE SMITH BROS. HDWE. CO.

J. H. SMITH.

THE DAVENPORT TRADE.

A very largely attended and intensely exciting political State convention was held in one of our interior towns this week and another State convention is billed for next week. These conventions do not seem to be especially beneficial to trade in general or to have increased the sales of hardware in this State to any great extent; that is our kind of Hardware. We are in the midst of harvest, which naturally keeps the farmer in the fields and out of towns, and are, therefore, unable to report as satisfactorily on the volume of sales as could have been done under more favorable conditions. For the future, everything looks bright indeed. Crops already harvested are good and growing crops promise well. Prices are high, everybody busy and money plenty.

SICKELS, PRESTON & NUTTING CO.

THE ST. PAUL TRADE.

After visiting about two hundred and twenty towns in our territory, and in each one making inquiries as to the probable harvest, the writer has come to but one conclusion, and that is that the crop will be beyond the average. In visiting some of our newer towns, I was surprised at the progress made in a very few months. Take the town of Max Bass, North Dakota, as an illustration. Eight months ago the place where this town is, was raw prairie. To-day it has about twenty-five business buildings, two banks, and is surrounded by a bountiful harvest. There are all kinds of stores in this town and all but two occupy good buildings. They have main rooms of about 50 by 100 feet, and carry stocks of not less than \$25,000. When we think of this sudden development of town and country, we are surely surprised beyond our ability to comprehend. This town is only one of many which have sprung up during the last two years. Everybody seemed to be happy and glad they came to a new country. Altogether business is fine and we see no reason why our Fall sales should not exceed those of last year.

HACKETT, WALTHER, GATES HARDWARE CO.

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U. S. A.

THE SAN FRANCISCO TRADE.

The other day a local paper was right in saying Hardware conditions in this city are shaping themselves most satisfactorily for both wholesale and retail trades; that since the disaster in April a large number of retail Hardware stores have been established and re-established and show every indication of an active business, and that without a doubt there are enough Hardware stores now in San Francisco to supply the consuming demand for some time to come.

A number of the stores that previously were exclusively Hardware have added household goods and paints to the stock, many have added stoves and there are others who are devoting themselves to tools almost exclusively. One peculiar thing in the re-establishment of the trade is the matter of locations. While the stores are scattered through the city they have located in bunches. For instance, in the immediate vicinity of Van Ness and Golden Gate Avenues, there are nine Hardware stores; four near about Van Ness Avenue and Market Street; three within six numbers of each other at City Hall Avenue and Market Street; five close together near Sixteenth and Mission Streets; three near Fillmore and California Streets, and in the unburned Mission district every block is favored with one or more.

With the recent reports of the annual meetings of the San Francisco Retail Hardware Dealers' Association and the Alameda County Retail Hardware Dealers' Association, the sheet of officers elected was inadvertently omitted. The following were elected:

San Francisco Society—President, F. H. Ellis, Palace Hardware Co.; Vice-President, Edwin Jones, Ed. Jones Co.; Treasurer, Joseph I. Lawless, and Secretary, George L. Everett. With these H. C. Bennett, Bennett Bros. Hardware Co.; Charles M. Sage, Sage Hardware Co., and G. M. Hickman and E. E. Gillo were elected to serve as executive committee.

Alameda County Society—President, Frank Rittigstein, A. Rittigstein & Co., Oakland; Vice-President, L. R. Smith, Smith Bros. Hardware Co., Oakland; Treasurer, Walter Meese, Oakland, and Secretary, George L. Everett, Oakland. Additional to these the following were elected to serve on executive committee: J. W. Armstrong, Berkeley, and John P. Maxwell, Oakland.

There is quite a crowd of Eastern speculators in this city of ruin, buying up scrap steel and shipments are already being made. Large quantities of the scrap are being sent to Chicago and Pittsburgh and will, it is claimed, be cast into beams and returned to this city to be used in rebuilding. The freight to Chicago is \$12 a ton, but to Pittsburgh it runs a little higher. Although it will take over \$20 to get the scrap East, much of it is being bought up and shipped. The price paid for the scrap steel is not high. Most of it sells at from \$2 to \$4 a ton. The material ready for building will bring \$30 a ton or higher, giving a clear profit in handling. The steel in the scrap form is comparatively pure, and is ready to be melted up and cast into beams for building.

The ruins of San Francisco are much more valuable than the richest ore mine, and it is calculated that great amounts of the twisted and useless steel beams will be taken from the ruins and shipped to Eastern foundries. Not only is the steel going out in the scrap form, but large quantities of steel beams, ready for building, are coming in. There was some doubt for a while as to whether enough steel could be secured for the great amount of building to commence shortly in this city. In order to prepare for the immense demand that will be made for the steel girders, they are being shipped in in large amounts. The railroad companies report that there have been large shipments of scrap steel within the last few weeks, and that orders are being placed for a large number of other shipments. Some of the steel is going to points within the borders of the State. One large consignment went to Emeryville, where the Judson Manufacturing Co. is located.

A new store named California Hardware & Cutlery Co., has opened on Van Ness Avenue near O'Farrell Street. S. B. Moe, assistant secretary of the Union Hardware & Metal Co. of Los Angeles, and J. H. Miller and M. A. Johnson of the Southern city, recently from the East, are interested in the enterprise.

H. Barnett has opened a Hardware store at 521 Van Ness Avenue.

Charles M. Curtis, for many years secretary of Dunham, Carigan & Hayden Company, has severed his connection with the company and gone to Seattle and joined the Western Hardware & Metal Company, of which George Boole, formerly manager of the Schwabacher Hardware Company, of Seattle, is president.

Golcher Bros. have succeeded the long established firm of Clabrough-Golcher Co., and opened at 513 Market Street. Two attempts have been made within the past week to rob this store, the loss to the firm in pistols and cutlery being \$400.

INDUSTRIAL PRESS ASSOCIATION.

WESTERN BUSINESS BOOMING.

One of the best evidences of the prosperity in the West is to be found in the large amount of new building that has taken place during the past six months. In many of these Western towns all former building records have been broken. Here in Omaha for two years there has been much activity in the building trade, but during the six months ending July 1st the gain over the same period in 1905 is 46 per cent. This includes a number of large warehouses and business blocks, but the number of small houses erected has been very great and are being well rented as fast as completed. One Hardware man of Omaha said, "The year 1905 was an unusually heavy one, and, therefore, I regard this increase as highly encouraging, and predict that the next six months will make even a better showing." Continuing, this Hardware man said, "The ranchmen of the West and Northwest, the farmers all through the Middle Western country have had four or five exceedingly good years—with good prices—they have been making money, big money, and no small amount of this money is now being spent here in these Western cities."

Keeping pace with the other building in Omaha, the Wright & Wilhelmy Co. are just moving into their new warehouse which joins the former building occupied by this concern. The new building more than doubles the floor space and will add materially to the facilities for handling their enlarged business. The growth of the Wright & Wilhelmy Co. has been remarkable—yet solid, and their trade is loyal and prosperous. In speaking of Hardware conditions to-day and of the past, Mr. Wright said, "Our increase in business has come largely with the general increase in the business of the West. No, we are not enlarging our territory, but we are getting each year more business from our regular established trade." Asked how this was done Mr. Wright replied, "We are constantly carrying a larger and broader stock. We are able to supply our customers' wants promptly—we are taking an especial pride in making complete shipments—the retail Hardware man is expanding his business and we are keeping pace with him." In an interesting but modest way, Mr. Wright spoke of the growth of the business during the past few years. "Why it was only a few years ago, you know, everyone out here was broke. We were almost broke—I had practically nothing left but a post-office address and an appetite and I didn't know when those would be taken from me."

The Lee-Glass-Andreesen Hardware Co. reported trade as being exceedingly good and the outlook very satisfactory. Another good wheat and corn crop is now assured and this guarantees prosperity for the West.

The local demand for a better class of goods was spoken of in the store of Milton Rogers & Son's Co. at 1321 Farnam Street, as being a healthy feature of local conditions. This concern carry an exceedingly attractive line and are doing a good business. Everyone has money out here now, and it's a question whether the farmers will be able to get labor to harvest their crops. With this greater buying power of the people has come a better demand for high-grade goods.

At 1511 Dodge Street is located the up-to-date retail store of James Morton & Son Co. This concern has an exceedingly attractive store, and are constantly enlarging their trade.

Closely affiliated with the Hardware trade here in Omaha is the sporting goods business, and the old established house of the Townsend Gun Co. is the retail store where the Omaha sportsmen make their headquarters. Mr. Townsend is one of those popular kind of men with a strong personality—a true sportsman.

Council Bluffs, Ia., is having its share in the general prosperity of the West. This is shown in the big business being done by the Empkie-Shugart-Hill Co. Not only does this concern carry a complete general line of Hardware, but also, as do all up-to-date Hardware jobbers, carries a good line of sporting goods, cutlery and kindred lines.

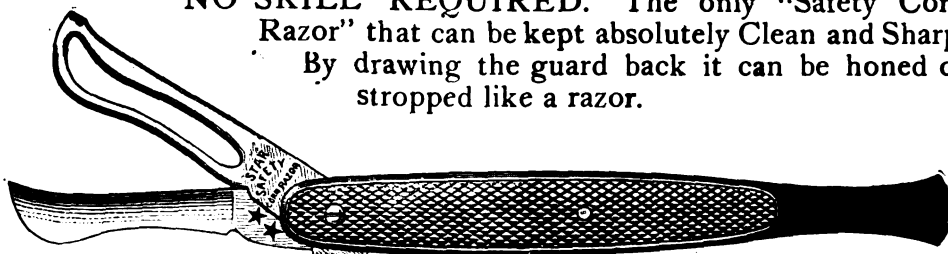
The local jobbing house is realizing more and more each year that it is paying best to push the goods in which the gross sales may not be as large, but on which it is possible to make a better margin of profit. The salesman who takes an order for a carload of nails, wire and fencing, may be doing big business, but the salesman who gets down and "plugs" for a general order of assorted Hardware, fishing tackle and small goods, will show his house a better margin of profit and a more satisfactory business in the years' end. Eight per cent on \$800 may look like \$64 profit, but when general expenses are figured—say 11 per cent—this close business in reality shows a loss. And it is on these small lines and sorted orders that the local jobbing house can more successfully compete with the larger jobbers.

HAMMERNAIL

STAR SAFETY CORN RAZOR

Price \$1.00. Simple, Safe, Sure.

NO SKILL REQUIRED. The only "Safety Corn Razor" that can be kept absolutely Clean and Sharp. By drawing the guard back it can be honed or stropped like a razor.



THIS CUT SHOWS GUARD PARTLY OPENED.

With the first order of not less than one dozen we will furnish a black cloth show-case, doeskin lining (with a neat glass sign, as illustrated below) having six Corn Razors on display and six in the lower compartment.



We are advertising the Corn Razor in spaces of from $\frac{1}{4}$ to $\frac{1}{2}$ pages in the ten leading publications of the country best adapted to our use.

If you have the razors it is easier and more satisfactory to your customers to buy of you than to send to us.

The Star Safety Corn Razor is as efficient, well-made and practical in its field as our Star Safety Shaving Razor for shaving; perhaps that is as strong an endorsement as could be given the Corn Razor.

We would like to send you at least a dozen of the Star Safety Corn Razors in our handsome little display case, which is given free with orders of a dozen or more. These razors retail at a restricted price, \$1.00, and show a liberal profit to the dealer.

We trust that we shall have the pleasure of hearing from you.

Thanking you in advance, therefore, for an early reply, we are,

Very truly yours,

KAMPFE BROTHERS

Department "S"

8, 10, 12 Reade Street, NEW YORK

POPULAR TALKS ON LAW

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CONTRACTS.

4.—CONTRACTS BY MAIL, TELEGRAPH, TELEPHONE.

Every contract includes an offer and an acceptance.

An offer or proposal for a contract may be made in person, by agent, by telegraph, or by letter, and an assent to it or an acceptance of it may be given in the same manner.

If the proposition is made by letter, and is sent by mail, the person making the offer may retract by a subsequent letter which reaches the offeree at any time before an answer of acceptance has been written and put in the mail.

Example: A in Detroit mails a letter on Friday to B in New York offering to sell him five hundred dozen eggs at eight cents a dozen. This letter reaches B Saturday noon. Saturday morning A writes a letter to B withdrawing his offer, which letter reaches B Monday morning, while he is in the act of writing a letter accepting the offer. It is too late for him to mail the letter and thereby accept it.

As soon as an acceptance is put into the mail the contract is closed as to both parties.

Example: On Friday, A in Detroit writes a letter to B in New York, offering him five hundred dozen eggs at eight cents a dozen. The letter reaches B Saturday noon. Saturday afternoon at 3 o'clock B writes a letter accepting the offer and deposits it in the mail box provided by the post office authorities, at the street corner. On the 4 o'clock delivery B receives a letter from A withdrawing his offer. A's withdrawal is too late; the contract was closed at 3 o'clock.

An acceptance by letter takes effect from the time when it is mailed and not from the time of its receipt by the party making the offer.

A retraction, however, takes effect when the letter of retraction is received and not at the time of mailing it.

The law as to the making of contracts by letter, telegraph, etc., grew out of the practice in early days of transmitting communications by private agencies. In an early case it was decided that a sale was complete when the letter of acceptance was mailed in response to a mailed letter containing the offer, the court merely deciding that by sending the offer through the mail the offerer made the mail his agent for the receipt of his acceptance.

The theory is therefore that where a man making an offer uses the United States mails for the purpose of transmitting his offer, he makes the postoffice department his agent, and an acceptance delivered to an agent is the same as if delivered to the principal. It is on this theory that a contract is complete when the acceptance is delivered to the postoffice for transmission; while a retraction is not complete until it is delivered to the person to whom it is addressed, the mail not being the agent of the acceptor but the agent of the offerer, that being the means he has chosen by which to communicate his offer.

The fact that the post has become a public agency and not a private agency, as formerly, does not prohibit the application of the theory; one may make a public agency his own agent as much as he can make a private individual his agent.

So one may be bound when he really does not know that he is bound, as one does not usually know the moment when an acceptance is put into the mails.

If a proposition and its retraction reach the person to whom they are sent at the same instant of time the question arises as to the result of an acceptance. It has been held that if the offer was opened and an acceptance posted before the letter of retraction is opened and read, the contract is binding. If the letter containing the offer is opened and read and afterwards the letter of retraction is read, and then a letter accepting is posted, it is not a contract. The person must have had no actual notice of the retraction at the time when he mails his acceptance in order that the contract may be complete.

If A should send by mail an offer of goods at a certain price, and ten hours later to ensure a sale, send a second offer of the same goods for less money, and B mails an acceptance of the first offer before he receives the second offer, he cannot avoid his first acceptance by writing an acceptance of the second offer and putting it in the mails, stating therein that he avoids his first acceptance. If on receipt of the first offer he mails his acceptance and two hours later receives the second offer of a lower price and then telegraphs his acceptance of the second offer disaffirming the first, he is still bound to the first accept-

ance. A contract once made is irrevocable except by the agreement of both parties. The moment the letter accepting the first offer was posted the contract was complete, even although the acceptance never reached the offerer. Nearly all questions of validity of contracts by mail and telegraph may be answered by bearing in mind that the contract is complete the moment the letter accepting the offer is posted.

It must be borne in mind that the posting of the letter of acceptance, or the sending of the telegram, must be such a posting or sending as puts the communication practically out of the control of the sender; for instance, if the acceptor write his letter of acceptance and place it in his own private letter box to be called for by his own private messenger at a certain time in the day and taken by him to the postoffice, it is not posted within the meaning of the law. Or, if the acceptor give the letter to a messenger, other than a postman or accredited agent of the postoffice department, he has not thereby made the acceptance complete until his messenger has placed the letter in the postoffice box, or the postoffice, or delivered it to an accredited agent of the postoffice authorities, so that if one writes a letter of acceptance and gives it to a private messenger to be taken to the postoffice and a telegram is received withdrawing the offer while the messenger is en route to the postoffice, even although he may be at the very door of the office, the retraction of the offer is sufficient.

(To be continued.)

NOT QUITE.

"Did she understand you were proposing to her?"

"Well, she didn't quite seem to take me."—*New Orleans Times-Democrat.*

WHEN HE GETS IT.

Yeast—What happens when our wife loses her temper?
Crimsonbeak—Oh, I get it!—*Yonkers Statesman.*

HOW IT WAS DONE.

Dolly—Did you girls make anything on your charity ball?
Daisy— Yes; we didn't give it.—*Judge.*

Absolute Accuracy

beautiful finish and strength of shooting is shown in the

FAMOUS Hamilton Rifles

MODEL No. 23

Retail Price \$3.00

Full length 35 in. Barrel and action 21 3/4 in. long. Take-down, Bolt-action Model. Stock Genuine Walnut. Barrel finely tapered and beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell.

MODEL No. 19

Retail Price \$2.00

Like No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process; improved extractor, rapid and perfect in action, convenient "take-down" features.

MODEL No. 15

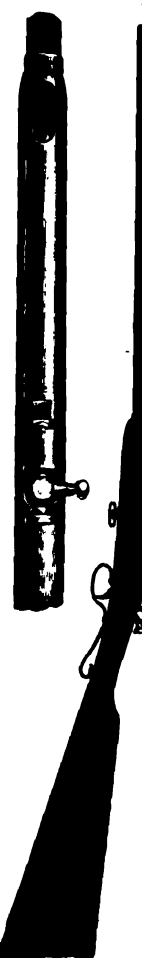
Price \$1.50

is made like No. 19, except the barrel is 4 in. shorter.

This superb line of 22 calibre Rifles, ideal for target practice or hunting small game, was never offered at the prices we quote.

Hamilton Rifle Co.

PLYMOUTH, MICH., U. S. A.



A ROUND OF SUCCESS

comes to the Dealer who handles

"Coes"

Genuine
Steel-Handle
Screw
Wrench

30 %

Stronger

Than Any
Other Wrench
Made



The  **"Coes"**

is the "toughest proposition"
for the toughest job.

It is all metal, of highest grade,
placed in such form as to give 30%
more strength than substitutes of
equal size or so called "equals".

The wearing surfaces are harden-
ed and carefully tested.

**It's The Wrench
That Makes Good**

Coes Wrench Co.

New York Agents J. C. McCARTY & CO.
10 Warren Street



It's a Coes

throughout and---once a
Coes, always a Coes.

No amount of rough work will
cause it to lose its identity.

It's unusual strength and use-
fulness makes it a safe tool for
any mechanic---the safest for
the dealer.

Put it to a test
by a sample order.

Worcester, Mass.

JOHN H. GRAHAM & CO.
113 Chambers Street

BEFORE THE DAYS OF CLOCKS.*Concluded from our last issue.*

Having a beginning in this simple form, the water clock underwent a high development and wide differentiation. It took the shape, among others, of a series of vessels communicating by tubes that passed through figures of dragons and other images, the floats in some cases being held by grotesque but attractive genii. One apparatus of the kind, which came much later, told the time by the weight of water that came from the beak of a bird and which was received by a vessel on a balance, every pound indicating a certain fraction of an hour. At about the same time there was set up in the capital city of Persia, on the terrace of the royal palace, a somewhat similar clock, consisting of a balance containing twelve metal balls, one of which fell every hour upon a great gong. This wonderful instrument is said to have been sent by the King of Persia to Charlemagne as a gift.

The Chinese, whose pleas on the subject deserve respect by reason of their priority, do not number the hours as we do. They have names for them, the twenty-four hour period being divided by the people of the Middle Kingdom into twelve equal parts, each of which is designated in their written language by a character. In this point, again, they were far ahead of the Europeans, for whom the invention of the modern clock seems actually to have been delayed some centuries by the difficulty of splitting night or day into even fractions. To the ancient Greeks and Romans, for example, this problem appeared insuperable, owing to the wobbling of the earth, which increases the length of the day at one season and diminishes it at another. For a relatively latter day gentleman named Hipparchus was it reserved to offer the suggestion that the time from dawn to dawn might be broken into twenty-four equal parts.

This, indeed, was the keynote of the difficulty, the final solution, of which has appeared in the modern clock, in its highest development, a chronometer that keeps time within a fraction of a second per week. On the main street in any city of the United States business men may be seen daily setting their watches by such infallible timepieces in the windows of jewellers' shops, and even in the China of to-day it is the custom for a gentleman to carry two watches, which he examines anxiously at frequent intervals, in order to make sure that they agree exactly.

And yet even to this day there survives in China and Japan, to show the persistence of such things, a method generally pursued by the natives of keeping time by the burning of so-called "incense sticks," which will burn slowly for half a day without flame. They are divided into lengths for the hours, and being made of sawdust mixed with a certain proportion of gum may be counted on to resolve themselves into agreeably scented smoke at a reasonably uniform rate per inch. Such incense sticks are sufficiently familiar in this country, but, clocks being plentiful, are not commonly utilized for timekeeping purposes.

The Montagnais Indian of Canada, when traveling ahead of a party, sets up a tall stick in the snow, making with his foot a mark to show how far the shadow reaches. By the change in the angle of the shadow his friends, on arriving at the spot, know exactly how far ahead is their guide.

To keep time with reasonable accuracy must have been one of the earliest necessities of man. Hence the remarkable ingenuity of many primitive inventions for this purpose, the utilization of shadows—an idea which had its final development in the sun dial—being probably the earliest, as it was the most obvious. The first sun dial must have been a tree, which may be said to have stood at one end of the path of evolution in timekeeping apparatus, the modern chronometer representing at the other end the final development of such contrivances.

COURTESY IN BUSINESS.

That courtesy is a genuine business asset all will admit—as a proposition. But in actual practice we are in danger of forgetting its importance. The Britisher is said by his more polished critics to be bluff of manner, and in the outside parts of the Empire we endeavor to live up to the established tradition. We too often overlook, if we do not scorn, those little amenities which go to sweeten intercourse in business as in social life. The pace is faster, says the *Ironmonger*, than it was with our fathers, and in the crush we tread on sensitive corns without even stopping to apologize.

This is a mistake even in its commercial aspect. It pays to cultivate courtesy and consideration in our relations with others. The young man of manners rises quicker and higher in the shop or warehouse than his blunter fellow, although otherwise their merits may be equal. And at every stage of his upward progress he wields his added powers in a way that conduces to goodwill and earnest effort throughout the establishment. It is said that over the desk of the president of a large railway system

in the United States is a framed card bearing the inscription, "Not servants, but brothers." That man began as a yard clerk at a small station, and by hard work, coupled with a courteous disposition, he made his way to the very top. His kindness of heart and manner went with him, and he explained the text by saying that any success he had attained as a railway manager was due to the fact that he had treated the employees as friends rather than as menials.

In connection with customers the presence or absence of this desirable thing is made apparent. Brusqueness has driven away many a client, while inattention has kept away many another. Inquiries that might lead to a profitable connection are taken up too late or never taken up at all. This is true of manufacturers, as well as of merchants, and true of them, from all accounts, in all parts of the British dominions. Moreover, where response is made, it is not always made in the happiest terms. An American contemporary deals in a recent issue with this very question of the character of commercial correspondence. And this is its indictment:—"The modern business letter is apt to be so absolutely devoid of the human element that under certain circumstances it does harm in business negotiations. For example, if a prospective customer has come into social contact with the manufacturer, and is accorded the friendly, courteous treatment that a buyer is pretty certain to get, and then receives a letter from the same man concerning the same subject, the contrast between the good-fellowship of the personal conversation, and, perhaps, the entertainment that accompanied it, on the one hand, and the cold-blooded, formal letter on the other, is very marked indeed. There is a happy medium in business letters which it pays to cultivate." Our readers should cultivate this happy medium, dealing in a business-like fashion with business matters, and yet taking advantage of every opportunity to introduce that personal touch which goes so far with most people.

PUMICE STONE.

Pumice, as is well known, is of volcanic origin, being a trachytic lava which has been rendered light by the escape of gases when in a molten state. It is found on most of the shores of the Tyrrhenian sea and elsewhere, but is at present almost exclusively obtained from the little island of Lipari. Most of the volcanoes of Lipari have ejected pumaceous rocks, but the best stone is all the product of one mountain, Monte Chirica, nearly 2,000 feet in height, with its two accessory craters. The district in which the pumice is excavated covers an area of three square miles. It has been calculated that about 1,000 hands are engaged in this industry, 600 of whom are employed in extricating the mineral.

Pumice is brought to the surface in large blocks or in baskets and is carried thus either to the neighboring village or to the seashore to be taken there in boats. The supply is said to be practically inexhaustible. Pumice is used not merely for cleaning and scouring purposes, but also for polishing in numerous trades; hence the fact that the powdered pumice exported exceeds in weight the block pumice. Between twenty and thirty merchants are engaged in the pumice trade on the island.—*London News.*

WOULD TAKE IT.

An Irishman was sitting in the depot smoking the other day when a woman came in and sitting down she remarked:

"Sir, if you were a gentleman, you wouldn't smoke here."

"Mum," he said, "if yez was a lady ye'd sit farther away."

Pretty soon the woman burst out:

"If you were my husband, I'd give you poison."

"Well, mum," returned the Irishman, as he puffed at his pipe, "if yez wus me woife, be jabbers, I'd take it!"

MADE A HIT.

Giles—My wife can drive nails like lightning.

Miles—You don't mean it.

Giles—Sure I do. Lightning, you know, seldom strikes twice in the same place.

KEEP IT DARK.

Harold—What did she say when you turned out the gas and kissed her?

Rupert—She said she felt as if she never wanted to see my face again.—*Ex.*

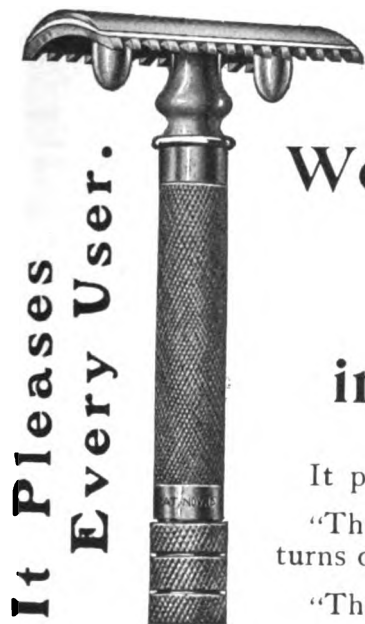
PERSIFLAGE.

Cabby—I 'ad a beard like yours once, but when I found what it made me look like I got it cut off.

Bussy—An' I had a face like yours once, an' when I found I couldn't get it cut off I grew a beard.

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
in the World



It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.
"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.
Quadruple gold-plated set with 12 blades \$10.00.
Quadruple gold-plated set with 12 blades and monogram \$12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Anna, Ill.—E. G. Kerth Hardware Company has been incorporated to deal in general merchandise; capital stock, \$10,000. Incorporators, Francis C. Des Rochers, Egbert G. Kerth and William J. Johnston.

Bessemer, Ala.—Long-Lewis Hardware Company has been incorporated. Capital, \$200,000; incorporators, L. A. Lewis and others.

Chicago, Ill.—Michaelis Hardware Company has been incorporated; capital, \$25,000. Incorporators, Frank R. Michaelis, Abram E. Mable and Willard F. Conkey.

Dothan, Ala.—The Stephens Hardware Company has been incorporated; capital, \$77,000; incorporators, J. R. Faircloth and others.

Helena, Mont.—The Helena Hardware Co. has been incorporated.

Humphrey, Neb.—The Murphy Hardware & Implement Co. has been incorporated.

Indianapolis, Ind.—Miller Hardware Co. has been incorporated; capital stock, \$20,000. Directors, William E. Miller, Charles E. Monfort and Charles Thielman.

Lake Village, Ark.—Articles of incorporation have been filed by the Gaines Hardware Company, showing a capital stock of \$40,000, all subscribed. The incorporators are: R. M. Gaines, Mrs. Mary C. Gaines, Herman Carlton, Mrs. Gertrude T. Carlton, J. R. Haynes and John B. Simms.

Lebanon, Ore.—Everett, Kyle & Epperly, Hardware dealers, have incorporated their business.

Middletown, Conn.—A certificate of incorporation has been filed by the Longworth-Weatherby, Company. The company is to carry on a general Hardware business. The amount of the capital stock is \$10,000, and the company will start business with that amount. The incorporators are James Longworth, Mary A. Longworth, William A. Benham and Frederick Weatherby, all of Middletown.

Rupert, Idaho.—The Rupert Hardware Co., Ltd., has been incorporated with a capital stock of \$10,000.

Salina, Kan.—The Pierce Hardware Co. has been incorporated with a capital stock of \$5,000.

San Diego, Cal.—Articles of incorporation of the Ingle Manufacturing Company will be filed within a few days, and when that is done San Diego will have a wholesale Hardware store open and ready for business. This is a new departure in the business of Samuel Gordon Ingle.

Sheffield, Ala.—The Lizzie Lowman Company has filed a certificate of incorporation. Formed for the purpose of carrying on a general Hardware business, the new concern begins operations with a capitalization of \$36,000. The incorporators are B. J. Lowman, S. A. Lowman, J. L. Andrews and L. W. Payne.

Slocumb, Ala.—The Metcalf Hardware Company has been incorporated. Incorporators, P. M. Metcalf, J. E. Cox and W. W. Kirkland.

Spencer, Mass.—A. G. Pease & Company has been incorporated with a capital stock of \$20,000; S. Adelaide Pease, Henry H. Lee, James Hughes, incorporators.

Woonsocket, R. I.—Articles of incorporation have been filed by the Woonsocket Supply Company. Arthur C. Milot, Frank E. Holden and Fred A. Gardner are named as incorporators. The company is to engage in the Hardware and electrical goods business and is capitalized at \$10,000.

Changes and Improvements.

Anderson, S. C.—The Anderson Hardware Company have increased their capital stock from \$25,000 to \$50,000.

Atlanta, Ga.—The King Hardware Company will erect a new \$75,000 building at Marietta and Jones Streets, to be used as the wholesale department of the company. The Peachtree Street store will be used for retail business exclusively.

Boynton, I. T.—Howard Bros. & McCuen have succeeded to the business of the Howard Hardware Company.

Cuero, Tex.—J. R. Nagel & Son of this city will establish a branch Hardware store in Runge on August 1. August Moeller, now with Mistrot Bros. in Galveston, will have an interest in the new store, and will be its manager.

Duluth, Minn.—R. R. Forward & Company have sold their Hardware stock to Minneapolis parties whose names are being withheld from publication at present. Negotiations have been going on for some time. Several men are engaged in taking an inventory. This is the first large sale of any one stock that has been made by R. R. Forward & Company in their going out of business sale. The parties to whom the stock has been sold have not determined whether they will remove the stock from Duluth or set up a new Hardware store in the West End. After the stock has been completely inventoried and has been turned over to the purchasers, it will be known definitely.

Forsyth, Mont.—The H. H. Fletcher Co. has purchased the business of the Forsyth Hardware & Saddlery Co.

Garfield, Wash.—Crumbaker & Wilson succeed R. C. Wilson in Garfield, Wash. The firm does a retail business in shelf and heavy Hardware, stoves, tinware, agricultural implements, paints, oils, sporting goods, etc.

Glasgow, Ky.—W. H. Pace, who purchased the Barnett Hardware stock is preparing to move same to Glasgow. He will ship it in a few days to that city, where he will go into the Hardware business.

Gravette, Ark.—The oldest Hardware store in the city has changed hands, David Roseborough buying out the entire stock and brick block from J. T. Oswalt Hardware Company.

Hamilton, Ont.—A change in the proprietorship of the F. Hamilton Hardware Company, limited, has taken place and P. H. Alexander has assumed possession of the business.

Haskell, I. T.—Carl E. Coover has been succeeded in business by the Coover Hardware Company.

Hastings, Neb.—Moritz & Burnham have purchased the Hardware store of George Chapman.

Laurel, Neb.—Andrew Solso has purchased the Hardware stock of L. C. & G. A. Mittelstadt.

Loomis, Neb.—Lauritson Bros. have succeeded Broom & Lauritson. The retail line carried includes shelf and heavy Hardware, stoves, tinware, agricultural implements, paints, oils, harness and saddlery.

Mitchell, Neb.—C. F. Johnson is selling his Hardware business to the Mitchell Merc. Company.

Peterson, Iowa.—Fred Plagman has disposed of a half interest in his Hardware store.

Stanton, Neb.—Gus Krenzein has purchased the A. M. Wegner & Bro. Hardware stock and taken possession.

Syracuse, Neb.—Brandt & Paap have sold their Hardware store to W. C. Dilworth.

Table Rock, Neb.—Carmichael & Smith, Hardware dealers of this place, have traded their stock of goods to Nemechek Bros. of this place.

Tulsa, I. T.—H. McClure has succeeded to the business of the McClure-Graef Hardware Company.

Uniontown, Pa.—The Schell Hardware Company are making big improvements to their property which has a frontage of 94 feet on the north side of Peter Street, between Arch and Pittsburgh Streets. The present building of the Schell Company is to be increased to three stories in height. The work has already been started. This property has a frontage of 31 feet, 4 inches and extends back 101 feet.

Victoria, Tex.—L. G. Kreisle has succeeded Pridham & Kreisle in the wholesale and retail Hardware and vehicle business. The old firm of Pridham & Kreisle of Port Lavaca, Texas, remains unchanged.

Wadesboro, N. C.—The stockholders of the Planters Hardware Company have elected the following officers: U. B. Blacklock, president, and T. F. Jones, secretary and treasurer. It was decided to build a store house, 76 feet front and 94 feet deep. This building will be three stories and a basement. The capital stock was increased from \$25,000 to \$30,000.

Burglaries.

Louisville, Ky.—The Hardware store of John Fischer, at 1706 Baxter Avenue, was entered by thieves recently, and about \$75 worth of tools and cutlery is missing.

Maywood, Ill.—Burglars entered J. J. Willis' Hardware store at 116 South Fifth Avenue recently and escaped with about \$200 worth of plunder. The store was entered through a window in the rear, which was broken with a stone. The stolen merchandise consisted of revolvers, knives and razors.

Norfolk, Va.—Thieves have entered the Hardware store of M. Levy & Co., 149-151 Water Street, and secured three dozen pocket knives and razors.



Why is the *Marlin* Repeating Shotgun, Model No. 17, the best low-priced repeating shotgun in the world?

By making this gun with a solid frame and a straight grip stock a number of parts have been eliminated. The result is a stronger, simpler, cleaner gun than any other repeating model, and a very much less costly one.

The exclusively *Marlin* solid top and side ejection are features of Model 17, and to these famous *Marlin* ideas are added the new double extractor and a two-piece safety recoil block—devices which repeating shotgun users will welcome.

The *Marlin* breech block and working parts are cut from solid drop forgings. The barrel of

special rolled steel is bored for both smokeless powder and black. The guaranteed *Marlin* pattern of over 325 pellets with $1\frac{1}{4}$ oz. No. 8 shot in a 30-in. circle at 40 yards is maintained in Model 17.

When the ducks come rushing in among the decoys or the grouse roar off through the dead leaves, you cannot be armed with a better, quicker, harder-hitting gun than the *Marlin* Model 17.

It is a first-class quail gun. For woodcock, snipe, prairie chickens, sharp tail grouse or any other bird shooting it is unsurpassed.

Its records at the traps are wonderful.

If your dealer cannot supply you write us direct. A complete description of Model No. 17 is given in our 1906 Catalog. Sent FREE for six cents postage.

TO ALL DEALERS HANDLING FIREARMS

The above is one of seven half-page magazine "ads" to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their *quality*, known to be bought and read by a class of people financially able to buy **MARLIN** repeaters, and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total for seven months of 25,000,000 readers.

In addition, **MARLIN** goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use **MARLIN** repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know who carries a good stock of **MARLIN** goods and is enterprising enough to follow up an inquirer and try to sell the man a **MARLIN** repeater.

We also send to that dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on **MARLIN** goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 89 Willow Street, New Haven, Conn.

HARDWARE MANUFACTURERS' RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, Etc.

Asbury Park, N. J.—Neptune Chemical Company has been incorporated to manufacture metal polish and chemical preparations; capital, \$50,000. Incorporators: John G. Shafto, George J. Bealey, Irving Anthony.

Buffalo, N. Y.—Susquehanna Hardware Mfg. Co. has been incorporated; capital, \$100,000. Directors, O. W. Norris, C. D. Kingston, and S. A. Archer, Buffalo.

Canton, Ohio.—The G. W. Swineford Company has been incorporated with a capital stock of \$25,000. The company manufactures a line of Hardware specialties. The incorporators: G. A. Swineford, Nina C. Swineford, Homer S. Lerch, Luther Day and W. M. Barber.

Chicago, Ill.—Cook Clevis Company has been incorporated; capital, \$10,000, to manufacture Hardware; incorporators, William R. Hogg, Abraham S. Cody, Thomas Huff.

Evansville, Ind.—Papers have been filed showing the consolidation of the Crescent Handle Works, Evansville, and the Hartley Handle Company, Muncie. The capital stock of the new concern, to be known as the Globe Handle Company, is \$50,000, and the directors follow: William A. Hamilton, Albert J. Ott, John K. Slack, Baird W. Hale and George F. William A. and Harry D. Hartley.

Greenfield, Mass.—The Hunt Manufacturing Co., which recently removed its business from Antrim, N. H., to Greenfield, has incorporated in Massachusetts, with capital stock of \$25,000. The company will manufacture a line of apple parers and corers, hand or power, for evaporators, canners, hotels, bakeries and domestic use.

Hartford, Conn.—A certificate of incorporation has been filed by the Monson Company of this city, which will manufacture metal goods of all kinds, including silverware, tools, machinery and bicycle, motorcycle and automobile parts. The capital stock is \$50,000, and business will commence with \$10,000. The incorporators are E. H. Warner, F. H. Williams, Jr., and C. E. Ripley, all of Hartford.

Ligonier, Ind.—Banta Bender Mfg. Co. has been incorporated; capital stock, \$100,000; to manufacture incubators and refrigerators; directors, Len A. Banta, William H. Bender and John H. Hoffman.

Long Branch, N. J.—The Doby & Shinn Manufacturing Co., Inc., will begin the manufacture of mechanics' tools in the old dust pan factory in a few days. Joseph Wanser, who is president and general manager of the new concern, with headquarters at 19 Park Place and 16 Murray Street, New York, said that machinery had been installed and that a force of workmen would be put to work in a few days. The company has bought the dust pan building and lot of Woolley & Edwards and expect to locate a profitable industry in the building, which has been vacant for some time past.

Macon, Mo.—The Lowell Plow Company have moved their offices from the Bles building on Rollins Street to their new office buildings in East Macon. The new factory building is nearing completion and they expect to begin work in all the departments in about three weeks. They have been delayed, owing to the shipment of some of their necessary machinery, also some iron for the construction of their plows. The Lowell Plow Company will employ several skilled laborers in the manufacture of their plows, besides numbers of other employees.

New York, N. Y.—McDowell Scales Co. has been incorporated; capital, \$25,000. Directors—E. A. Montfort, E. L. Barney, Dr. C. A. Hegeman, New York.

Niagara Falls, Canada.—The McGlashan-Clarke Co., Limited, has been incorporated to manufacture cutlery. Capital, \$100,000.

Paris, Tex.—Lee Totten and others have organized a company which has taken over the North Texas Iron Works. The officers are Lee Totten, president; C. J. Turner, vice-president, and J. N. Totten, secretary and treasurer.

Providence, R. I.—With the purchase of the manufacturing building of Barton A. Ballou, at 17 Warren Street, by George F. Rooke of Bristol, there commences the establishment of the Providence Manufacturing & Tool Company. The property consists of a two-story manufacturing structure and has been taken by Mr. Rooke for the purpose of conducting the manufacture of mechanical appliances, tools and other such work and also to do job work. The property is to be improved, another story added to the present building on Warren Street, off Elmwood Avenue, and within a short time Mr. Rooke says that he expects to have a plant employing 60 or 75 hands in full swing. He has already made arrangements to take over the business of another tool manufactory.

San Francisco, Cal.—The California Saw Works has been incorporated by the filing of articles by H. Bird, Margaret A. Bird, J. C. Harghty, A. Harghty and C. F. Fischer. Its capital stock is \$75,000. It will do a general saw manufacturing business.

Spartanburg, S. C.—The buildings for the new plant of the Russell-Compton Company, which was recently incorporated with a capital stock of \$25,000, are rapidly being completed. The plant will be located on the railroad and will consist of a foundry, 40 by 100 feet, and machine shops, 55 by 100 feet, two stories, both of brick construction. The company will equip the plant for a general machine and foundry business. W. H. Russell is president and treasurer, and R. W. Compton, vice-president and general manager.

Waterbury, Conn.—The Enterprise Machine & Manufacturing Company have filed a certificate of incorporation. The company has an authorized capital of \$60,000. It will buy and sell Hardware of various kinds, including wire goods, machinery and mechanical novelties. The incorporators are William E. Johnson of Hartford, C. B. Schoenmehl and C. L. Schoenmehl of Waterbury.

Changes and Improvements.

Alliance, Ohio.—The Alliance Machine Co. has broken ground for a large addition to its plant. The structure will be brick and steel 100 by 120 feet. A battery of new boilers will be installed in the power plant and considerable new machinery will be added.

Athol, Mass.—The contract for a four-story brick addition to the plant of the L. S. Starrett Tool Co., on Crescent Street, has been awarded. The building is to be 275 feet long and will vary in width from 35 to 65 feet. A part of the building will be used in the manufacture of hack saws and another on the east end will be used as a storehouse. The other departments are designed for general use and will be built in sections of one, two and four stories.

Brooklyn, N. Y.—The Hayes Machine Co. intends to move its plant to Kingston, N. Y., where new buildings will be erected to accommodate the present equipment.

Canal Dover, Ohio.—The Ohio Shovel & Stamping Co. has commenced operations with a force of 50 men. The company reports a large number of orders on hand. Foundations have been put in for a building 100 by 100 feet for the manufacture of handles.

Chicago, Ill.—The Republic Metalware Co. is having plans prepared for a warehouse to be built at 1532-1536 Wabash Avenue, on ground 66 by 172 feet.

Cincinnati, Ohio.—The Bickford Tool & Drill Company have increased their capital stock from \$100,000 to \$200,000.

Columbus, Ohio.—The Ohio Mfg. Co., which is now located at Upper Sandusky, has purchased five acres of land in Dublin Avenue, west of the plant of the United States Hoe and Tool Company and will erect shops on this tract.

Detroit, Mich.—The National Cutlery Co., which was organized in 1904, and has been occupying a plant at Bates and Atwater Streets, will soon move into its larger factory at Lawton Avenue and the Michigan Central, and the force of men will be increased from 100 to 150.

Havana, Ill.—The Crescent Forge & Shovel Co. has increased its capital stock from \$45,000 to \$75,000, and is adding new buildings and installing new machinery.

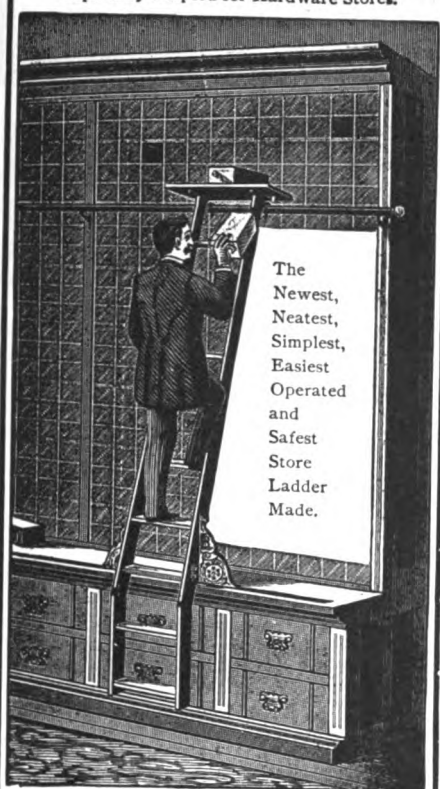
Lansing, Mich.—The Lansing Wheelbarrow Company has the plans nearly completed for important additions to its plant. A two-story brick addition to the office is to be erected and the machine shop building is to be enlarged by the addition of another story.

Middletown, Conn.—The business of the Briggs Manufacturing Co., manufacturers of machine tools, dies and metal small wares, has been taken over by the Briggs Co., a Connecticut corporation, with paid in capital of \$9,700.

Philadelphia, Pa.—Stearns & Castor, architects and engineers, have prepared plans for a factory building to be erected at Frankford for the American Fork and Hoe Company. The building will be of brick and stone, two stories high, 144.6 by 60 feet.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



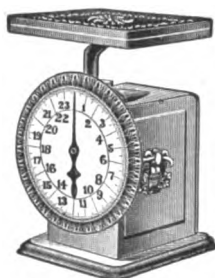
The
Newest,
Neatest,
Simplest,
Easiest
Operated
and
Safest
Store
Ladder
Made.

Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ILL.

Pelouze Family Scales



No. 900 Steel Platform
No. 90 1/2 Tile Platform

Prudent Housekeepers Use Pelouze Family Scales

(Warranted)
They can be instantly adjusted for plate, basket or scoop.

CAPACITY—24 pounds by ounces.
The Pelouze Scales are invaluable to proper cooking; indispensable in preserving. They keep check on your purchases. Soon pay for themselves.

No weights to get lost. Absolutely automatic.
These SCALES are beautifully finished in black enamel and are artistically ornamented.

Extra Large Dial with Silver center and gold border.

Very attractive. Made of cold rolled steel. Send for Quantity Prices.

Pelouze Scale & Mfg. Co.,

118-122 West Jackson Boulevard, CHICAGO No. T90 Tin Scoop No. B90 Brass Scoop



The Best

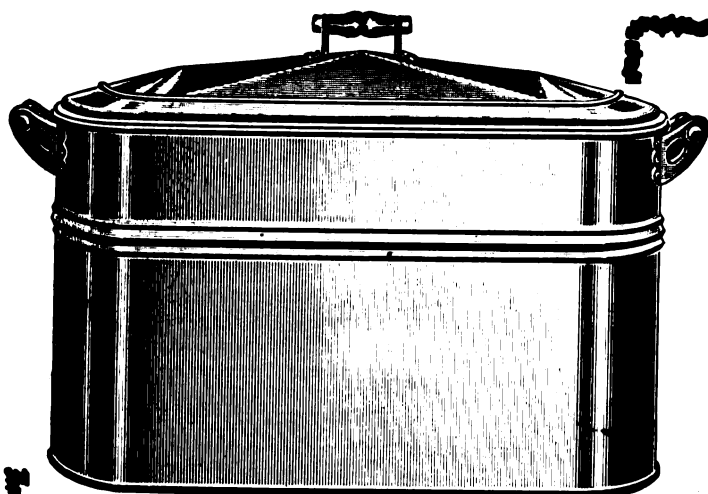
can opener made of high
grade, tempered steel
blades is the



It cuts easy,
close to edge.
Never slips. Price
low. Don't stock up with
can openers for Fall Trade till
you have our prices on the Columbia.

A. F. Meisselbach
& Bro.
Newark, N. J.

Can Opener



"ATLANTIC" High-Grade Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market

Full Weights---Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it.
Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.

BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Ambridge, Pa.—The Dickson-Patton Hardware Co., of Ambridge, Pa., have incorporated with a capital stock of \$10,000. They will handle sporting and athletic goods at wholesale and retail.

Anderson, Ind.—The Nicol Hardware Co., succeeding Nicol, Makepeace & Co., have incorporated with a capital stock of \$20,000. They will do a large retail sporting goods business.

Berryville, Ark.—The Walker Hardware Co., succeeding G. W. Walker & Son, have incorporated with a capital stock of \$20,000. Sporting and athletic goods are included in their business.

Bloomsburg, Pa.—George W. Harder, of Williamsport, has leased a vacant store in which he will conduct a sporting goods store. The room is now being fitted up for that purpose.

New York, N. Y.—The Metropolitan Motorcycle Co. is the title of a new firm that has recently been established at 2628 Broadway. It is under the management of George Andes. Bicycles will also be sold and repaired.

Pittsburgh, Pa.—A. G. Spalding & Bros. have added Pittsburgh to the long list of cities where retail branches are established. A sporting goods store has been opened by them at 439 Wood Street, with A. G. Pratt as manager. A complete line of sporting and athletic goods will be carried there.

Portland, Ore.—The F. P. Keenan Co., sporting goods and bicycle dealers, have taken out papers of incorporation with a capital of \$10,000. F. P. Keenan, A. T. Lewis and T. H. Gardner are named as incorporators.

Saugerties, N. Y.—Charles H. Vedder has opened a store at 224 Main Street, and has put in a stock of fishing tackle.

Savannah, Mo.—The Whiteford-Townsend Hardware Co. have incorporated with a capital of \$10,000 to conduct a retail business. They will handle sporting goods.

Soldier, Idaho.—W. Y. Perkins has opened a new store and will carry a stock of sporting and athletic goods.

Walter, Okla.—The Block-Way Hardware Co. have been incorporated with a capital stock of \$10,000. They will conduct a large department devoted to athletic and sporting goods.

Changes and Improvements.

Ackley, Iowa.—Carstens Bros. have succeeded to the business of J. F. Carstens & Son. They will handle a stock of sporting goods.

Albany, Ore.—Oscar Leeper has purchased and taken charge of the gun store and repair shop of Froman Bros. Frank Froman, who had charge of the repair department in the store, will remain in that position for the remainder of the year.

Alpena, Mich.—A. Longshore, late of San Francisco, has bought out the sporting goods business of H. L. Broad, on River Street. Mr. Broad will continue in the bicycle and repair business.

Afton, I. T.—W. J. Melton has bought the retail sporting goods business of William Rollman.

Bloomington, Ill.—C. A. Fenn, of 208 East Front Street, having been in the bicycle business for a number of years, has now added a line of sporting goods to his stock.

Bristol, Conn.—Plans are being drawn for a new factory which is to be erected on North Main Street, by the Horton Mfg. Co., manufacturers of the "Bristol" steel rods. It will be of brick, and three stories high.

Bristol, Conn.—The New Departure Mfg. Co., maker of balls, bicycle holders and supplies, have decided to enlarge their German branch at Berlin. Plans for more than doubling their capacity of the Berlin works have been prepared.

Chicago, Ill.—Bullard & Gormley, 78-80 Randolph Street, have added golf and tennis specialties to their stock of sporting goods and from now on will carry as complete an assortment in both of these lines as can be found in the city. They have also made arrangements for the restringing of all tennis rackets entrusted to their care for this operation.

Chicago, Ill.—The Fischer & Tesch Mfg. Co. of 50 Canal Street, makers of the New Century telescoping steel casting rod, will be known henceforth as the Fischer Rod Mfg. Co. They have increased their capital stock from \$15,000 to \$30,000.

Clarence, I. T.—Moore-Ryan Furniture & Undertaking Co., have bought the retail sporting goods business of Herbert J. Moore.

Clarksville, Mo.—The business of Thornton Bros. will henceforth be conducted by Thornton & Groom.

Cotesfield, Neb.—E. S. Sears has purchased the sporting goods and Hardware store of W. R. Holmes. He will conduct the business on broader lines in the future.

Garfield, Wash.—R. C. Wilson is succeeded by Crumbaker & Wilson. They will carry on a retail business in sporting goods and Hardware.

Grainfield, Kan.—L. Conrad Hardware Co. have purchased a portion of the business of E. B. Atkinson & Co. Their stock includes sporting, athletic and leather goods.

Lincoln, Neb.—The sporting goods and bicycle business of the H. E. Sidles Cycle Co., has been purchased by J. A. Anderson & Co.

Meriden, Conn.—The Meriden Firearms Co. are planning further additions to their plant. One factory building has just been completed, and work on another structure to be 400 feet long will soon be begun.

Milton, Wis.—The bicycle business of E. S. Babcock & Son has been bought by Carl Gray. It will be conducted along the same lines as in the past.

Neosho, Mo.—W. T. Matters intends to add a stock of sporting and athletic goods to his harness business.

Peoria, Ill.—At a recent meeting in Cincinnati of the stockholders of the Buckeye Powder Co., it was voted to increase the capital stock to \$200,000, or just double the old capitalization.

Reinbeck, Iowa.—Robinson & Terrall have succeeded Robinson Bros. in the

Hardware business. Hereafter they will carry a line of sporting goods.

Salem, Neb.—E. S. Davis has bought the Hardware store of V. H. Shier. His stock includes sporting and athletic goods.

St. Louis, Mo.—Installed in their new and spacious quarters at 1318 Pine Street, the Brauer Bros. Mfg. Co., manufacturers of all sorts of leather sporting goods, are enjoying a business that is unusually brisk for this period of the year. The firm are situated only one-half a block from their old site, but the facilities are vastly superior. Besides having 3,000 square feet more floor space and greatly improved power service, they now have elevator service in the building, and the office and show rooms are large and well lighted.

St. Paul, Neb.—The sporting goods business of A. J. Bollinger has been bought by Ward & Peterson.

Torrington, Conn.—The Union Hardware Co., manufacturers of skates and Hardware, have drawn plans for an additional factory building. The structure will be of brick, 100 feet square and will cost about \$8,000.

Vera, I. T.—Hadley Bros. have succeeded to the business of German & Hadley, and will carry a stock of sporting and athletic goods.

Fires.

Tonawanda, N. Y.—The Echo Bicycle & Motor Boat Co.'s plant on Young Street has been destroyed by fire, entailing a loss of fully \$3,000.

Miscellaneous.

New York, N. Y.—At the annual meeting of the American Fishing Line Manufacturers' Association held in New York City the following officers were elected for the ensuing year: President, W. H. Draper, of W. H. Draper & Sons, Troy, N. Y.; vice-president, Ralph R. Brown, of B. F. Gladding & Co., South Otselic, N. Y.; treasurer, A. J. Crandall, of Ashaway Line & Twine Co., Ashaway, R. I.; secretary, C. F. Randolph, also of the Ashaway Company.


MANUFACTURERS RECORD

(Concluded).

St. Johnsbury, Vt.—The increased business at the Fairbanks Scale Works taxes all the present facilities of the plant and a new building is now being erected and plans are matured for extensive improvements at the iron foundry, though the latter building will not be erected until next year. The new building is built primarily for the manufacture of the automatic scales which have been developed so successfully the past year. It will be a three-story, solid brick structure with a basement, with the ground dimensions about 90 by 50 feet.

Wallingford, Conn.—The W. A. Ives Manufacturing Co., formerly the Hamden Manufacturing Co., manufacturers of boring implements, which has largely increased its facilities during the past year, is building another addition to the plant.

Ypsilanti, Mich.—The Michigan Ladder Co., manufacturers of extension and step ladders, expect shortly to acquire additional property for the expansion of its plant.



The "FOLLETT"
NUMBERING MACHINE
PRICE \$5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.
Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

Barrett Glass Cutters
Best in quality. Unsurpassed as sellers.
Get prices from
W. L. Barrett, Bristol, Conn.



**The
Majestic
Coal, Wood
and Vegetable Chute**

Fills a long felt want. Is burglar-proof. Saves many broken windows.
Is a splendid seller. Write for prices and secure agency at once.
The Chappell Furnace Co.
Morenci, Mich.

The Dealer's Reputation Depends on the Quality of the Goods he Sells.



are known around the world for their safety, accuracy, durability, perfect design, and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture.

Every piece is finished to the 1000th part of an inch and fits perfectly, *no rattle* in "H & R" such as a quick shake reveals in other makes. Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect.

Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

Noted for smooth action, perfect accuracy and power.

Don't experiment with an unreliable make because low price is offered as a tempting bait. The retail price ranges from \$2.50 to \$8.00, and each model is the greatest value ever offered for the price.

They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

HARRINGTON & RICHARDSON ARMS CO.
315 PARK AVE., WORCESTER, MASS.
Makers of the H & R Famous Safety Hammerless



Fresh Meat Is The First Thing
A Steel Spider with the name
"NEVER-BREAK"


Stamped on the Handle is the next, if you don't want a scorched or burnt Chop or Steak.

Have you our Complete Catalogue of Stamped Steel Cooking Utensils?

THE AVERY STAMPING CO., Cleveland, Ohio.
Manufacturers Shovels, Spades & Scoops of Highest Grade.

**"Saw your Ad. in
HARDWARE"**
--Don't leave that out when writing to these advertisers.

Your Profits Will Climb With You



the moment you install Milbradt Rolling Step Ladders in your Store. They are absolutely safe, noiseless, neat, always ready for use and will last a lifetime. With

**Milbradt Rolling
Step Ladders
PLUS
A Little Planning**

you can enlarge your Store, make it more convenient to yourself and customers, which will more than pay their cost in a very short time. Send us your specifications and let us send you prices.

MILBRADT MFG. CO., 1435 N. 8th St.
ST. LOUIS, MO.



Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

WANTED, experienced salesman, for the West, with good references to get accounts for household and Hardware specialties. Address A. G. McAusland & Co., Denver, Colo.

WANTED—Hardware salesman to travel Montana. Must be posted on general Hardware, sporting goods and tinware. Address, giving age, experience, reference, etc., "Wholesale Hardware," care of HARDWARE.

WANTED—To purchase whole or interest in general Hardware and house furnishing goods business in small prosperous New York State or Pennsylvania town. Address with full particulars, no agents, G. E., Room 1111, 41 Park Row, N. Y.

FOR SALE. General Hardware, Paint and Supply business, established 20 years; doing a first-class trade. Price, \$1,200 cash. Owner has other business—only reason for selling. Address Hardware store, c/o HARDWARE.

THE SCHWEDTLE STAMP CO.,
MANUFACTURERS
FINE HAND CUT STEEL LETTERS and FIGURES.
Send for Catalogue. BRIDGEPORT, CONN.




FRYING-PAN CLOCKS
are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.
Also 60 Day, Calendar, Program, Electric and Synchronized clocks.
Send for catalogue No. 586.
THE Prentiss Clock Improvement Co.
Dept. 58, 49 Day Street, N. Y. City.

WHEN WRITING

to our advertisers please

**MENTION
HARDWARE**



The "ORIGINAL JENNINGS" AUGERS and AUGER BITS
For Sale by all Hardware jobbers
The Russell Jennings Mfg. Co., Deep River, Conn.
Genuine have "RUSSELL JENNINGS" stamped in full on the Round of each Bit.



GET BUSY

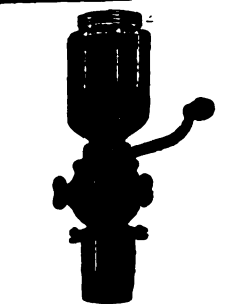
That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

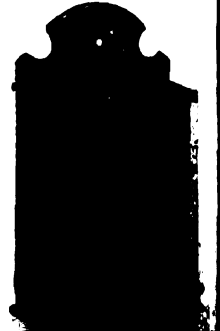
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Jewel Coffee Mill



Eight Space Spice Cabinet

THE THREE BEST

Safeties for all kinds and conditions of whiskers, be they tender or tough, and the three best sellers are

The Gem

The Gem Junior

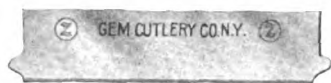
The Zinn Automatic

BUT

The Zinn Automatic Razor is **The** record breaker for popularity. In a surprisingly short time, after making its qualities known, we were deluged with orders from everywhere.

The Zinn Blade

1 $\frac{1}{200}$



Inch

in thickness did it.

It requires neither honing nor stropping—is always ready—gives entire satisfaction.

Twenty-four with each Zinn and our guarantee with each outfit.

IF

You are after good Fall business and want Holiday Money Makers—DON'T stock up with safeties until you have seen our special proposition. It means money in your till.

We help you sell 'em. The most popular magazines contain our Zinn story, and if you want literature with which to supply your customers, you get it.

Remember

Millions

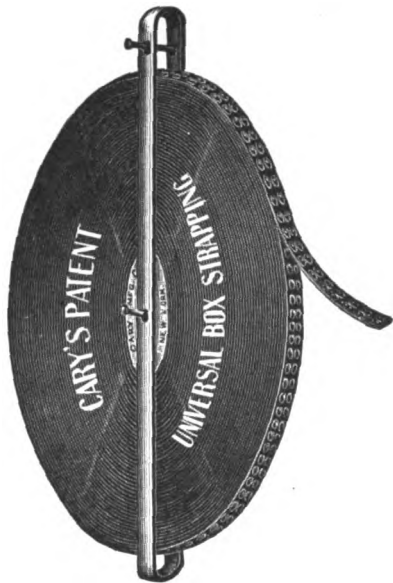
read our ads. Send at once for Rock Bottom prices and Agents agreement.

Gem Cutlery Co., 34 Reade St., New York



CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{2}$, $\frac{3}{4}$, $\frac{1}{2}$ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

"CLEANER" Rug and Carpet Beater

made from

The Best Furniture Spring Steel

Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.

HOLT'S

Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

The Flare Does It.

Ours is one-third larger than others. Four sizes.

Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices.

Mention **HARDWARE**.

Holt-Lyon Company,
Tarrytown, N. Y.



REGISTERS

All cast warm air Registers, neat in design and of superior finish. Are interchangeable with all first-class makes.

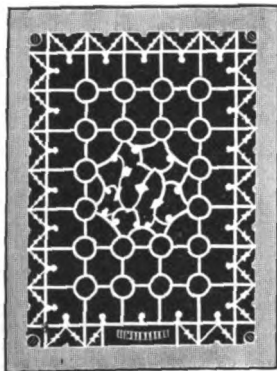
Remember we do not belong to the Association. Are in a position to quote lowest prices and can give Prompt delivery.

Our Own Foundry! Unlimited Capacity!

Write for catalogue and discounts.

STANDARD REGISTER CO., Cleveland, Ohio.

Register Department of The Standard Foundry & Mfg. Co.



DON'T FAIL

TO MENTION "HARDWARE"

WHEN WRITING

TO

THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

Lined, City, raw, in barrels, $\frac{1}{2}$ gal. 40c
Lined, City, boiled, in bbls. 42c
Out of Town, on spot, $\frac{1}{2}$ gal. 38c
Calcutta, raw, in barrels, $\frac{1}{2}$ gal. 58c
Lard, prime city, $\frac{1}{2}$ gal. 71c
Lard extra, No. 1. 72c
Lard, No. 1. 72c

Paints and Colors

Barytes, Foreign floated, $\frac{1}{2}$ ton. \$17.50@19.00
Barytes, American floated, $\frac{1}{2}$ ton. \$18.00@19.00
White Lead, American, dry, in bbls. 65c
White Lead, American, in oil, in lots of less than 500 lbs., $\frac{1}{2}$ lb. net. 75c
In lots of 500 lbs. and over, $\frac{1}{2}$ lb. 75c
White Lead Eng., in oil, $\frac{1}{2}$ lb. 95c
Zinc, American dry, $\frac{1}{2}$ lb. 45c

Putty, Commercial— $\frac{1}{2}$ 100 lb

In bladders. \$1.25 \$1.35
In bbls or tubes. 1.30 \$1.40
In 1 lb. to 5 lb cans. 2.00 \$2.20
In 1/2 lb to 1 lb cans. \$1.25 \$1.35

Spirits Turpentine

In regular bbls. 80c
In machine bbls. 80c

Dry Colors

Blue, Chinese. 80c
Blue, Prussian. 80c
Blue, Ultramarine. 80c
Sienna, Italian, burnt & powdered. 80c
Sienna, Italian, raw & powdered. 80c
Umber, Turkey, burnt. 80c
Umber, Turkey, raw. 80c
Green, Chrome, ordinary. 80c
Green, Paris, in kegs. 15c
Indian, Red, American. 80c
Indian, Red, English. 80c

Colors in Oil

Black Ivory, best. 80c
Blue, Chinese. 80c
Blue, Prussian. 80c
Blue, Ultramarine. 80c
Sienna, burnt. 80c
Sienna, raw. 80c
Umber, burnt. 80c
Umber. 80c

PRICES CURRENT

The prices in this Prices Current are intended for the hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

| Ammunition | |
|--|--------------------|
| CAPS—PERCUSSION— | |
| Eley's E. B. | 52¢@55¢ |
| G. D. | per M 34¢@35¢ |
| F. L. | per M 40¢@42¢ |
| G. E. | per M 48¢@50¢ |
| Musket. | per M 52¢@55¢ |
| PRIMERS | |
| Berdan Primers \$2.00 per M. | 20¢@25¢ |
| B. L. Caps (Sturtevant Shell) \$2.00 per M. | 20¢ |
| All other Primers per M. | \$1.52 to \$1.80. |
| CARTRIDGES— | |
| Blank Cartridges | 10¢@15¢ |
| 22 C. F. | 10¢@15¢ |
| 22 C. F. | 10¢@15¢ |
| 22 cal. Rim. | 10¢@15¢ |
| 22 cal. Rim. | 10¢@15¢ |
| B. B. Caps. Con. Ball, swgd. | \$1.40 |
| B. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 20¢ |
| Target and Sporting Rids. | 15¢@15¢ |
| Primed Shells and Bullets. | 15¢@15¢ |
| Rim Fire Sporting. | 50¢ |
| Rim Fire Military. | 15¢@15¢ |
| SHELLS, EMPTY— | |
| Brass Shells: | |
| First quality, all gauges. | 60¢@55¢ |
| Climax, Club, Rival, 10 and 12 gge. | 65¢@65¢ |
| Paper Shells: | |
| Acme, Ideal, Leader, New Rapid, Magic, 10, 12, 16 and 20 gauge. | 25¢@25¢ |
| Blue Rival, New Climax, Challenge, Monarch, Defender, New Victor, Repeater, Yellow Rival, 10, 12, 16 and 20 gauge. | 20¢ |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 35¢ |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 20¢ |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge. | 35¢@35¢ |
| SHELLS, LOADED— | |
| Black Powder. | 40¢ |
| Smokeless Powder, medium grade. | 40¢@45¢ |
| Smokeless Powder, high grade. | 40¢@45¢ |
| SHOT— | |
| Drop, up to 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Buck, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |
| GUN WADS—# 1000— | |
| B. E., 11 up. | \$.80 |
| B. E., 9 and 10. | 70 |
| B. E., 8. | 80 |
| B. E., 7. | 80 |
| P. E., 11 up. | 1.00-15¢ |
| P. E., 9 and 10. | 1.25 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Ely's B. E., 11 and larger. | \$1.70¢@17¢ |
| Ely's P. E., 12 to 20. | \$3.00¢@35¢ |
| Animal Pokes | |
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye. | \$3.25 |
| Western. | 4.00 |
| Anti-Rattlers | |
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00 |
| Burton's, ¢ doz. pair, Nos. 2 and 5. | 40¢ |
| Per doz. pair, No. 1. | 75¢ |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | ¢ Gro. |
| Daisy, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.50 |
| Anvils | |
| American "Horse-Shoe" | 9¢ |
| Arm and Hammer. | 8¢@8¢ |
| Eagle Anvil, ¢ lb. net. | 6¢@7¢ |
| Hay-Budden, Wrought. | 9¢@9¢ |
| Peter Wright's. | 10¢ |
| Trenton. | 9¢@9¢ |
| Columbian, all steel, ¢ lb. net. | 9¢ |
| ANVIL AND VISE COMBINED— | |
| Miller's Falls (with drill). | \$18.00, 15¢@15¢ |
| Augers and Auger Bits | |
| Boring Machine Snells. | 70¢ |
| Com. Auger Bits. | 75¢@75¢ |
| Forster's Pat. Bits. | 25¢ |
| Ford Auger Bit Co: | |
| Auger Bits. | 40¢@45¢ |
| Car Bits. | 40¢@45¢ |
| Machine Bits. | 40¢@45¢ |
| C. E. Jennings & Co: | |
| D'ble Spur pattern car, No. 80. | 40¢@75¢@10¢ |
| Nobles Double Spur, No. 33. | 35¢@10¢ |
| No. 10, Extension Lip. | 35¢@10¢ |
| Car Bits, No. 10. | 35¢@10¢ |
| Car Bits, No. 80. | 40¢@75¢@10¢ |
| Ring Augers. | 60¢@10¢ |
| Jennings' Pattern. | 50¢@10¢@50¢ |
| Snell's Auger and Car Bits: | |
| Extra. | 50¢@10¢@10¢ |
| No. 1. | 50¢@10¢@10¢ |
| Russell Jennings' Augers and Bits. | 25¢@10¢@15¢ |
| HOLLOW AUGERS— | |
| Ames. | 25¢@10¢ |
| Bennett's Adjustable. | 55¢@60¢@0.00 |
| Hibbard's Adjustable. | Net prices |
| Ives. | 25¢@10¢ |
| Miller's Falls, Goodell. | 15¢@75¢@10¢ |
| Universal, each \$4.50. | 25¢ |
| EXPANSIVE BITS— | |
| C. E. Jennings & Co., Steers' Pat. | 35¢@10¢ |
| Clark's small, \$18. | 50¢@10¢ |
| Clark's large, \$28. | 50¢@10¢ |
| Ives' Model, ¢ doz. \$80. | 50¢ |
| DOUBLE CUT GIMLET BITS— | |
| Common, net. | \$3.00¢@35¢ |
| German Pattern, net. | \$4.00¢@75¢ |
| Mayhew's Diamond ¢ doz. \$1.25. | 40¢ |
| C. E. Jennings & Co. | 45¢@10¢ |
| Ladd's. | 60¢@10¢ |
| Mayhew's. | 40¢@10¢ |
| Snell's Bell Hangers. | 60¢ |
| TWIST DRILLS— | |
| Bit Stock. | 60¢@10¢@20, 10¢@10 |
| Taper and Straight Shank. | 60¢@10¢@20, 10¢@10 |
| SHIP AUGERS AND BITS— | |
| Ford Auger Bit Co. | 35¢@15¢ |
| L'Hommiedieu's. | 15¢ |
| Snell's. | 40¢@10¢ |
| Watsons. | 25¢@15¢ |
| Awl and Auger Handles | |
| See Handles | |
| Awls | |
| Handled Brad. | \$2.75¢@8.00 |
| Handled Scratch. | \$3.50¢@4.00 |
| Patent Peg. | 31¢@44¢ |
| Sewing, Com. | 88¢@1.00 |
| Shouldered Peg. | 65¢@70¢ |
| Shouldered Brad. | 65¢@65¢ |
| Rocket Scratch ¢ doz. | \$1.00 |
| Stanley Rule and Level Handled Brad. | 45¢ |
| Awl and Tool Sets | |
| Alken's Awls and Tools: | |
| No. 10, ¢ doz. \$7.50; No. 20, ¢ doz. | \$10. |
| Brad Sets: | |
| No. 42, \$10.50; No. 48, \$12.50. | 70¢ |
| Pray's Adj. Tool Hds., Nos. 1, \$12; 2, \$18; 3, \$12; 4, \$9; 5, \$7. | 50¢ |
| Ice Awls. | 55¢ |
| Miller's Falls Adj. Tool Holders: | |
| Nos. 1, \$12; 2, \$12; 4, \$12; 5, \$18. | 15¢@10¢ |
| C. E. Jennings & Co's. Adj. Tool Hds. | 25¢@35¢ |
| Rollis Hdw. Co., Adj. Tool Holders, No. 1, \$18. | 30¢ |
| Axes | |
| Single bit, base weights: | |
| First Quality. | \$5.00 |
| Second Quality. | \$4.50 |
| Double bit, base weights: | |
| First Quality. | \$7.50 |
| Second Quality. | 6.75 |
| HATCHETS— | |
| Hunt's, Underhill's, Blood's or Plumb's: | |
| Shingling, etc. | 50¢ |
| Broad and Bbl. | 40¢@10¢ |
| Boy's Axes. | 50¢ |
| Peck Edge Tool Co's. | |
| Hatchets, shingling, etc. | 50¢ |
| Broad and Bbl. | 40¢@10¢ |
| Boy's Axes and Hatchets. | 50¢ |
| Axle Grease | |
| Dixon's "Everlasting" Graphite: | |
| 1 lb cans (26 in case). | 15 ea. |
| 2 " " " " | 25 |
| 10 " " " " " " | \$1.30 |
| 25 " " " " " " | 2.75 |
| 50 " kegs. | 5.00 |
| 100 " half bbls. | 9.00 |
| 275-400 " " | 8¢/lb |
| Snow Flake: | |
| One-quart cans, ¢ doz. | \$ 2.00 |
| Two-quart cans, ¢ doz. | 3.50 |
| One-gallon cans, ¢ doz. | 6.00 |
| Five-gallon cans, ¢ doz. | 24.00 |
| Quarter bbls. (15 gal.), ¢ gal. | 45 |
| One-half bbls. ¢ gal. | 40 |
| Bbls., ¢ gal. | 35 |
| Balances, Spring | |
| Chadillon's: | |
| Light, class A. | 50¢ |
| Circular Balances, class C. | 50¢ |
| Ice Balances, class B. | 50¢ |
| Straight Balances, class A1. | 50¢ |
| Class A2. | 40¢ |
| Class D. E. F. | 50¢ |
| Class G. | 50¢ |
| Balances, Sash | |
| Caldwell's. | 50¢ |
| Pullman's. | 50¢@10¢@80 |
| Beef Shavers | |
| Enterprise: | |
| Japanned, each, \$8.00. | 25¢@80¢ |
| Tinned, each, \$10.50. | 25¢@80¢ |
| Bells | |
| HAND— | |
| Hand Bells, polished brass. | 60¢@60¢@10¢ |
| Pure bell metal. | 80¢ |
| Silver chime. | 30¢@25¢ |
| White metal. | 80¢ |
| DOOR— | |
| Trip, Gem. | 50¢@10¢ |
| Gong, Abbe's. | 45¢ |
| Gong, Yankee. | 45¢ |
| New Departure: | |
| Rotary. | 50¢@15¢ |
| Push. | 50¢ |

| COW— | |
|--|-----------------------|
| Common wrought. | 75¢@75¢@10¢ |
| Kentucky. | 70¢@75¢@10¢ |
| Kentucky, Sargent's list. | 70¢ |
| Texas Star. | 50¢ |
| Western, Sargent's list. | 70¢@70¢@10¢ |
| Bellows | |
| Blacksmith's. | 65¢@10¢@70¢ |
| Hand. | 25¢@10¢ |
| Moulders. | 25¢@10¢ |
| Belting Rubber | |
| Roston Belting Co: | |
| "Boston". | 50¢ |
| "Imperial", seamless stitched. | 45¢ |
| Niagara. | 60¢ |
| New Jersey Car Spring & Rubber Co: | |
| Extra Para. | 40¢@10¢ |
| Reliable. | 50¢@10¢ |
| Staple. | 60¢@10¢ |
| Bench Stops | |
| Morrill's No. 1, \$10.00 per doz.; No. 2. | \$15.50 |
| Seymour Smith & Sons. | 25¢@10¢ |
| Miller's Falls. | 15¢@10¢ |
| Weston's. | 40 |
| Binder Twine | |
| | Per Pound |
| Sisal. | 10¢ |
| Standard. | 10¢ |
| Standard Manila. | 11¢ |
| Manila. | 12¢ |
| Pure Manila. | 13¢ |
| Bit Holders. | |
| Angular. | 45¢ |
| Extension: | |
| Barber's, ¢ doz. \$15.00. | 45¢@50¢ |
| Ives' ¢ doz. \$30.00. | 60¢@10¢ |
| Blind Adjusters | |
| Columbian. | 35¢ |
| Domestic, ¢ doz. \$3.00. | 35¢@35¢ |
| Excelsior, ¢ doz. \$10.00. | 50¢@10¢@35¢ |
| North's. | 10¢ |
| Zimmerman's. | 50¢@50¢@10¢ |
| Blind Fastenings and Tenons | |
| Security Gravity, ¢ gr. | \$9.00 |
| Zimmerman's. | 50¢@50¢@10¢ |
| Blocks, Tackle | |
| Eddy's. | 50¢@10¢@60¢ |
| Haris' Steel. | 40¢@10¢@60¢@55¢ |
| Iron Strapped, Japanned Sheaves. | 70¢@10¢ |
| Iron Strapped, Lig Vitae Sheaves. | 60¢ |
| Rope Strapped, Japanned Sheaves. | 65¢@10¢ |
| L. V. Sheaves. | 40¢ |
| Lanes: | |
| Junior, Self Sustaining. | 80¢ |
| Pat. Automatic. | 80¢ |
| Perfect Safety. | 80¢ |
| Stowell, Novelty Block. | 50¢@10¢ |
| Bolts | |
| DOOR AND SHUTTER— | |
| Cast Iron Barrel, Square, &c. | 50¢@10¢ |
| Cast Iron Chain. | 60¢@10¢ |
| Cast Iron Shutter Bolts. | 60¢@10¢ |
| Ives' Patent Door Bolts. | 60¢ |
| Wrought Barrel Bolts, Griffin's. | 75¢@10¢ |
| Wrought Square. | 70¢@70¢@10¢ |
| Wrt Shutter, 8" x 12" list. | 50¢@10¢@50¢@10¢@55¢ |
| Wrought Spring, Sargent's. | 70¢@10¢@75¢ |
| CARRIAGE, MACHINE, & C— | |
| Common carriage (cut thread), ½ x 8 and smaller. | 75¢ |
| Larger and longer. | 65¢@15¢ |
| Phillips' Eagle, \$5.00 list May 24, '99. | 80¢ |
| Bolt ends, list Feb. 14, '99. | 65¢@10¢ |
| Bolt ends, with C and T nuts. | 65¢@55¢ |
| Machine, ½ x 8 and smaller. | 75¢ |
| Machine, larger and longer. | 65¢@10¢ |
| TIRE— | |
| American Screw Co: | |
| Bay State, plain, list Dec. 28, '99. | 80¢ |
| Bay State, fluted. | 80¢ |
| Eagle Phila. | 82½¢ |
| Norway, Phila. | 80¢ |
| Common. | 75¢@10¢@80¢ |
| Norway, Phila. | 80¢ |
| Portchester, Norway. | 80¢ |
| Phila. | 82½¢ |
| STOVE AND PLOW— | |
| Flow. | 65¢@10¢ |
| Stove. | 87½¢@10¢ |
| MISCELLANEOUS— | |
| Sink. | 80¢ |
| Bone Mills | |
| Enterprise. | 25¢@30¢ |
| Stearns. | 40¢ |
| Borers, Tap | |
| Enterprise. | 1.25¢, 1.75¢, 2.50¢ |
| Each. | 1 |
| No. | 1 |
| C. E. Jennings & Co: | |
| No. 6. | 25¢@10¢ |
| No. 10. | 25¢@10¢ |
| Common ring. | 30¢@10¢ |
| Ives. | 25¢@10¢ |
| Boring Machines | |
| WITHOUT AUGERS— | |
| Upright. Angular. | |
| Jennings'. | 35¢@25¢ |
| Miller's Falls. | \$7.50, 15¢@10¢ |
| Snell's, Rice's Pat. | \$2.50, 3.75 |
| Ajax. | 40¢ |
| Phillips. | \$4.00 net |
| Bow Pins | |
| Hutchins. | 60¢@10¢ |
| Boxes, Mail | |
| Heller's. | 40¢@15¢ |
| Box Hooks | |
| Humason & Beckley's. | 60¢@10¢@10¢ |
| Box Openers | |
| Humason's. | ¢ doz. net \$5.00 |
| Bemis & Call's. | 65¢ |
| Box Scrapers | |
| Bradley's. | 20¢ |
| Box Strapping | |
| Cary Mfg. Co's, in case lots: | |
| "Universal". | 25¢@20¢ |
| Standard Metal Strap Co's: | 25¢@10¢@10¢@25¢ |
| Belting. | 25¢@10¢@10¢@25¢ |
| Braces | |
| Barber's. | 50¢@10¢@10¢@40¢@10¢ |
| Barber's Ratchet. | 60¢@40¢@10¢ |
| Common Ball American. | 60¢@40¢@10¢ |
| Ives'. | |
| Barber's. | 60¢@15¢ |
| Barber's Ratchet. | 60¢@40¢@10¢ |
| New Haven Novelty. | 70¢ |
| New Haven Ratchet. | 60¢@10¢ |
| Spofford. | 60¢@15¢ |
| C. E. Jennings & Co: | |
| No. 108¢@11¢. | 50¢@15¢@10¢ |
| No. 208¢@21¢. | 50¢@15¢@10¢ |
| Lancaster Mach. & Knife Works. | 50¢ |
| Gen. Spofford's. | 60¢ |
| Brackets | |
| Griffin's Folding. | 70¢@10¢ |
| Griffin's Pressed Steel. | 80¢@80¢@10¢ |
| Bradley's Pat., full cases. | 50¢@10¢@10¢@10¢ |
| Bradley's, in broken cases. | 80¢@10¢ |
| Baine's Adjustable. | 25¢ |
| Bracket Saw Frames | |
| Miller's Falls Co. | 25¢@10¢ |
| Bracket Sets | |
| Miller's Falls Co. | 25¢@10¢ |
| Bright Wire Goods | |
| Standard list, June 24, 1906. | 90¢@25 |
| Bull Rings | |
| Humason, Beckley & Co's. | 80¢ |
| Rea's 2½ in. net, ¢ doz. | \$1.50 |
| Sargent's. | 80¢ |
| Seymour Smith & Sons. | 60¢ |
| Bull Punches | |
| Humason & Beckley's, ¢ doz. net. | \$3.00 |
| Butchers' Cleavers | |
| New List, Feb. 1, 1906: | |
| Foster Bros., flat heads. | 80¢ |
| Foster Bros., round heads. | 80¢ |
| Lancaster Mach. & Knife Works. | 85¢@80¢ |
| L. & J. White. | 85¢@80¢ |
| Plumb's. | 85¢@80¢ |
| Butcher Knives | |
| See Knives. | |
| Butchers' Saw Blades | |
| Miller's Falls Co., Star. | 15¢@15¢@10¢ |
| C. E. Jennings & Co. | 80¢@10¢ |
| Butter and Cheese Triers | |
| Ordinary Black Handle. | 25¢ |
| Humason & Beckley's. | 40¢ |
| Butt and Rabbit Gauges | |
| Stanley's. | 25¢@10¢ |
| Butts | |
| BRASS— | |
| Wrought Brass, list September, 1896. | 15¢ |
| CASTIRON— | |
| Fast Joint, broad. | 40¢@10¢@50¢ |
| Fast Joint, narrow. | 40¢@10¢@50¢ |
| Loose Joint. | 70¢@55¢@75¢ |
| Loose Joint, Japanned. | 70¢@55¢@75¢ |
| Loose Joint, Jap. with Acorns. | 70¢@55¢@75¢ |
| Loose Pin. | 70¢@55¢@75¢ |
| Mayer's Hinges. | 70¢@55¢@75¢ |
| Parliament Butts. | 70¢@55¢@75¢ |
| WROUGHT STEEL— | |
| Reversible and Broad. | 75¢@15¢ |
| Light reversible, Light Narrow. | 75¢@15¢ |
| Loose Joint, Narrow L't, Inside. | 75¢@15¢ |
| Blind, etc. | 75¢ |
| Back Flange, Table Chest. | 70¢@10¢ |
| Calipers | |
| Bemis & Call: | |
| Ving. | 60¢ |
| Double. | 65¢ |
| Inside and outside. | 65¢ |
| Straight leg. | 65¢ |
| Call's Pattern, inside. | 65¢ |
| Can Openers | |
| American. | ¢ gross, \$1.75¢@2.00 |
| Goodell's Acme. | ¢ gross, 6.00 |
| Hopper's. | ¢ gross, 15.00 |
| No. 5, iron handle. | ¢ gross, 22.00 |
| Sardine Scissors. | 1.75 |

Chains

| | |
|---------------------------------------|-----------------------|
| Galvanized Pump chain, 1/2 lb. | 4 1/2 @ 4 1/2 c |
| Ger. coll. list July 24, '97. | 60 & 100 & 100 & 100 |
| Ger. Hatter chain, list July 24, '97. | 60 & 100 & 100 & 100 |
| Jack chain, iron. | 60 & 100 & 100 & 100 |
| Jack chain, brass. | 60 & 100 & 100 & 100 |
| Onida Wire Dog chains. | 45 & 50 & 55 |
| Trace Wagon and Fancy Chains. | 60 & 60 & 100 |
| New list. | 60 & 60 & 100 |
| Bridgeport Trace chains. | 65 |
| Stake chains. | 65 |
| Hoel chains. | 80 |
| COW TIES— | |
| American. | 45 & 50 |
| Niagara. | 45 & 50 & 50 & 10 & 5 |
| Covert Mfg. Co. | 45 |
| Cotton. | 45 |
| Hemp. | 45 |
| Jute. | 45 |
| Sisal. | 35 & 45 |

Chain Guards

| | |
|----------------------|----|
| Aluminum S. & N. Co. | 50 |
|----------------------|----|

Carpet Stretchers

| | |
|-----------------------------------|--------|
| Montross "Excelsior," 1/2 doz. | \$6.00 |
| Bullard's. | 38 1/2 |
| Cast Iron, Steel points, 1/2 doz. | 80c |
| ockets, 1/2 doz. | \$1.75 |

Carpet Sweepers

| | |
|---------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, 1/2 doz. | 25.00 |
| " B, Japd. | 21.00 |
| " C, Nickel. | 23.00 |
| " D, " " | 21.50 |
| " E, Japd. | 19.50 |

Carpet and Rug Beaters

| | | |
|-------------------------|--------|--------|
| No. 12, Wire, Tinned. | \$0.45 | \$9.50 |
| " 11, Wire, Coppered. | 1.10 | 12.00 |
| " 11, Wire, Tinned. | 1.20 | 13.50 |
| " 10, Wire, Galvanized. | 1.50 | 18.00 |

Cherry Stoners

| | |
|--------------------------------|---------|
| Enterprise. | 25 & 30 |
| Goodell's Family, net 1/2 doz. | \$5.00 |
| Reilman's, net, 1/2 doz. | 6.00 |

Chisels

| | |
|-------------------------------|---------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 75 & 75 & 104 |
| L. & I. J. White. | 30 & 30 & 54 |
| C. E. Jennings & Co., No. 70. | 25 & 104 |
| Jennings & Griffin Mfg. Co. | 55 & 104 |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|----------------------|
| W. & S. Butchers. | \$4.75 & \$5.00 to 2 |
| C. E. Jennings & Co. | 25 & 104 |
| Jennings & Griffin Mfg. Co. | 25 & 104 |
| Tanged Chisels. | 25 & 104 |
| Tanged Firmers. | 38 1/2 & 104 |
| Tanged Gouges. | 38 1/2 |
| L. & I. J. White. | 25 & 54 |

COLD CHISELS—

| | |
|-----------------------|----------|
| Good quality, 1/2 lb. | 15 & 16c |
| Snell's best C. S. | 40 & 54 |
| Cronk's. | 50 |

Cleaners, Sidewalk

| | |
|------------------|----------|
| Challenge Shank. | 1/2 Doz. |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

| | |
|-------------------------------|---------|
| HORSE— | |
| Chicago Flexible Shaft Co.'s: | |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '98, Chicago. | 8.75 |
| 1808 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|----------------------------|---------|
| Snow Flake. | |
| One-pint cans, 1/2 doz. | \$ 3.50 |
| One-quart cans, 1/2 doz. | 4.50 |
| One-gallon cans, 1/2 doz. | 15.00 |
| Five-gallon cans, 1/2 doz. | 66.00 |

Cocks, Brass

| | |
|--|--------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sone, Racking, &c., Cocks. | 70 & 10 & 75 |

Coffee Mills

| | |
|---------------------|--------------|
| Box and Side. | 50 & 10 & 60 |
| Enterprise Mfg. Co. | 30 & 25 |
| Lane Bros. Co. | 30 |

Compasses, Dividers, &c

| | |
|--------------------------------|---------------|
| Atol Calipers and Dividers. | 40 |
| Bemis & Call Co.'s: | |
| Compasses. | 50 |
| Dividers. | 55 |
| Compasses, Calipers, Dividers. | 75 & 75 & 104 |

Coopers' Tools

| | |
|-------------------|--------------------|
| Barton's. | 20 & 20 & 34 |
| L. & I. J. White. | 20 & 20 & 5 |
| Sandusky Tool Co. | 25 & 10 & 30 & 104 |

Corkscrews

| | |
|---------------------------|----------|
| Detroit Cork Screw Co. | 35 & 4 |
| Hudson & Beckley Mfg. Co. | 50 & 104 |
| Samson, 1/2 doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|----------|
| Krotzinger Cut-Easy. | 1/2 Doz. |
| net \$3.00 | |

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 60 |

Countersinks

| | |
|-------------------|---------|
| Mayhew's Diamond. | 40 & 45 |
| Smith's. | 25 |
| Snell's. | 40 |
| Wheeler's Patent. | 50 |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|---------------------------------------|------------------------------|
| Sargent's List. | 20 |
| Dixon's. | 7 in., \$3.75; 9 in., \$4.35 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 5.12 |
| Solid. | 7.50 |
| Tallora, black, \$5.22; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|----------|
| Kohler's. | 40 |
| The Metal Stamping Co. | 40 |
| Southington Cutlery Co's. | 25 & 104 |

Cutlery

| | |
|-------------------|----|
| Foster's Pocket. | 30 |
| Carriers' Pocket. | 70 |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|---------------------------|---------------|
| Walter B. Stevens & Son: | |
| Brass. | 40 |
| Embossed Gilt. | 50 & 104 |
| Leather. | 40 |
| Union Hdw' Co., new list. | 50 & 50 & 104 |

Door Checks

| | |
|---------------------------------|----------|
| Hardsley's. | 40 & 45 |
| Columbia. | 50 & 104 |
| Eclipse. | 50 & 104 |
| Home. | 50 & 104 |
| Pullman's Screen, 1/2 doz. net. | \$4.50 |

Door Holders

| | |
|-----------|--------|
| Empire. | 50 |
| Superior. | 35 1/2 |

Door Springs

| | |
|--------------------------------------|-----------------|
| Columbian Steel. | 20 |
| " Faultless. | 50 |
| Gem (Coll.), list Oct. '96. | 20 |
| Pullman, Perfect. | 25 |
| Pullman Coll. | 30 |
| Star (Coll.), list Oct. '96. | 30 |
| Torrey's Rod, 3/8 in., 1/2 doz. net. | \$1.10 & \$1.25 |
| " 1/2 in., 1/2 doz. | 8.50 |
| Victor, Coll. | 50 & 10 & 104 |
| Chicago Coll Springs. | 40 & 104 |
| Reliance Coll Springs. | 40 & 104 |

Drain Cleaners

| | |
|--------------------|---------|
| Iwan's Adjustable. | 55 |
| Iwan's Stationary. | 40 & 54 |

Drawer Pulls

| | |
|---------------------------------------|----------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75 & 104 |
| Sargent's list. | 80 |

Drawing Knives

| | |
|---------------------|---------------|
| Standard Makes. | 70 & 10 & 75 |
| Adjustable Handle. | 25 & 25 & 104 |
| Jennings & Griffin. | 40 |
| Watrous. | 10 & 104 |
| L. & I. J. White. | 20 & 5 & 25 |

Drills and Drill Stocks

| | |
|--------------------------------------|-------------------|
| Automatic Boring Tools, Goodell's. | 40 & 5 & 40 & 104 |
| Blacksmith's. | 60 |
| Breast, Goodell's. | 25 & 60 |
| Breast, Miller's Falls, each \$3.00. | 15 & 104 |
| Stearns' bench. | 80 |
| Hand, Goodell's. | 80 & 104 |
| Whitney's Hand Drill, No. 1. | \$10.00 |
| Adjustable, No. 10, 1/2 doz. | 35 1/2 |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|------------------------------|-------------------|
| Holt-Lyon Co.: | |
| No. 5 Japanned, Dasher. | 1/2 Doz. 1/2 Gro. |
| flared. | \$0.85 \$2.50 |
| No. A, Japanned, 6 doz. | \$6.80 15.00 |
| No. 1, Tinned. | 1.40 16.80 |
| No. B, Japanned, hotel size. | 1.85 22.00 |
| No. 6, Japanned, Dasher. | |
| flared. | 1.85 19.80 |
| No. 2, Tinned, hotel size. | 2.00 24.00 |

Escutcheons

| | |
|-------|----|
| Wood. | 25 |
|-------|----|

Farriers' Knives

| | |
|-------------------|----------|
| "Challenge". | 1/2 Doz. |
| Popes. | \$3.00 |
| Wilkinson's, net. | 3.00 |
| Wostenholm's. | 3.25 |

Faucets

| | |
|------------------------------------|---------------|
| Iron Petroleum. | 70 & 70 & 104 |
| John Sommers' "Peerless," Tin Key. | 40 |
| "Boss," Tin Key. | 50 |
| "Victor," Metal Key. | 50 & 104 |
| "Duplex," Metal Key. | 60 |
| "I. X. L., Cork Lined. | 60 |
| "Reliable," Cork Lined. | 50 & 104 |
| "O. K., Cork Lined. | 50 |
| Chicago, "Cork Lined. | 50 |
| "Perfection," Cedar. | 40 & 40 |
| "No Brand," Cedar. | 50 |

SELF MEASURING—

| | |
|---------------------|--------------|
| Enterprise 1/2 doz. | \$36.00 |
| Lane's. | 40 & 104 |
| | \$40.10 & 35 |

Files

| | |
|-------------------------|-------------------------|
| DOMESTIC— | |
| New list, Nov. 1, 1899: | |
| American. | 75 & 10 & 75 & 10 & 104 |
| Arcade. | 75 & 10 & 75 & 10 & 104 |
| J. Barton Smith. | 75 & 10 & 75 & 10 & 104 |
| Dixton's. | 75 |
| Dixton's Superfine. | 104 |

| | |
|--------------------------|-------------------------|
| Eagle. | 75 & 10 & 75 & 10 & 104 |
| Great Western. | 75 & 10 & 75 & 10 & 104 |
| Kearney & Foot. | 75 & 10 & 75 & 10 & 104 |
| McClellan. | 75 & 10 & 75 & 10 & 104 |
| Nicholson. | 70 & 10 & 75 & 104 |
| Nicholson's X. F. Files. | 40 & 40 & 104 |
| Royal. | 80 & 30 & 104 |

IMPORTED—

| | |
|---------|--------------------------|
| Stub's. | Stub's list, 30 & 35 1/2 |
|---------|--------------------------|

Filters

| | |
|----------------------------|------------------|
| Acorn. | 50 |
| Fulper's Natural Stone. | \$3.50 & \$13.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|---------------|
| Am. Fish Hook Co. list. | 60 & 60 & 104 |
| Kirby & Limerick, low list (60c. base). | 10 |

Fishing Tackle

| | |
|---------------------------------|----------|
| Bishop's. | 1/2 Doz. |
| Level Winding Jeweled Reel. | \$75.00 |
| Level Winding Steel Pivot Reel. | 88.00 |
| Auto Even Spooler. | 30.00 |
| Fish Cleaner. | 4.20 |
| Lightening Fish Scale. | 3.00 |
| Fish Hook Shield. | 8.00 |

Fish Scales

| | |
|--------------------------|---------|
| Covert's Saddlery Works: | |
| Great American. | 60 & 20 |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska". | 1 2 3 4 5 6 |
| Net. | \$1.15 \$1.25 \$1.60 \$1.95 \$2.30 |
| "North Star". | 1 2 3 4 5 6 |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|---------|
| Enterprise. | 20 & 25 |
|-------------|---------|

Fry Pans

| | |
|-------------------------------------|-----------------------------|
| Standard list. | 1 2 3 4 5 6 |
| No. | 1 2 3 4 5 6 |
| 1/2 doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| 1/2 doz. | 5 7 8 9 10 11 |
| 1/2 doz. | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: Net 1/2 Gro. | |
| Size A A. | \$8.10 |
| " B. | 8.70 |
| " C. | 9.20 |
| " D. | 9.90 |

Gauges

| | |
|---|----------|
| Bemis & Call's Steel. | 50 |
| Clapboard. | 25 & 104 |
| Dixton's Mortise. | 70 |
| Marking Mortise, etc. | 60 |
| Stanley's. | 35 |
| Starrett's Surface, Center and Scratch. | 25 & 104 |
| Wire, Morse. | 25 |
| Wire, P. S. & W., low list. | 35 1/2 |

Gimlets

| | |
|-------------------------------|-----------------|
| "Diamond" (Gimlets, 1/2 gro.) | \$4.00 & \$4.25 |
| Double Cut. | 40 & 10 & 40 |
| Metal Head. | 50 & 104 |
| Wood Head. | 50 |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|---------------|
| Le Pages Liquid. | 25 & 25 & 104 |
| Mystic. | 40 |
| Martins. | 40 & 104 |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|--------------------------------|--------------|
| Dixon's Pure Flake: | |
| 622—1 lb. cans. | 30c. ea |
| 623—5 lb. screw top tin cans. | 55c. ea |
| 624—10 lb. screw top tin cans. | \$1.00 ea |
| 625—25 lb. boxes. | 15c. lb |
| 626—50 lb. boxes. | 14 1/2 c. lb |
| 627—100 lb. kegs. | 14c. lb |
| 628—350 lb. barrels. | 12c. lb |

Grindstone Fixtures

| | |
|-----------------------|---------------|
| Cronk's. | 50 |
| Forest City. | 30 & 30 & 104 |
| Sargent's Patent. | 60 & 10 & 104 |
| Stowells Extra Heavy. | 50 & 10 & 104 |
| Stowells Light. | 60 & 104 |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|--------------------|--------|
| Brittons, 1/2 doz. | \$6.50 |
|--------------------|--------|

Halters

| | |
|--------------------|----------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50 |
| Sisal Rope. | 30 & 104 |
| Web Halters. | 35 & 54 |

Hammers

| | |
|------------------------------|-------------------|
| HANDLED HAMMERS— | |
| Magnetic tack, Nos. 1, 2, 3. | \$1.25 \$1.50 |
| " 1/2 doz. | 50 |
| Maydole's. | 35 1/2 & 50 & 104 |
| Sargent's new list. | 40 |
| Fayette R. Plumb: | |
| Plumb, A. E. N. Hall. | 35 & 7 1/2 |
| Englers and B. S. Hand. | 50 & 12 1/2 |
| Quaker City Hammers. | 40 & 104 |
| Riveting and Timbers. | 40 & 3 1/2 |
| HEAVY HAMMERS & SLEDGES— | |
| Under 5 lb 50c lb. | 80 & 54 |
| 5 to 10 lb 40c lb. | 80 & |

SPRING HINGES—

| | |
|--|-----|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Hardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 80% |
| Floor Hinges..... | 80% |
| American..... | 80% |
| Gem..... | 80% |
| Oxford..... | 80% |
| Acme, Steel..... | 85% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 80% |
| Superior: | |
| Floor Hinges..... | 80% |

GATE HINGES—

| | | | | |
|---|-----|-----|----|-----|
| Clark's, Nos. 1, 2, 3..... | 50 | 100 | 60 | 100 |
| N. E., 1/2 doz., \$7.50..... | 60% | | | |
| N. E. Reversible, 1/2 doz., \$5.00..... | 60% | | | |
| N. Y. State, 1/2 doz., \$4.50..... | 60% | | | |
| Western, 1/2 doz., \$4.50..... | 60% | | | |

BLIND HINGES—

| | | | | | |
|---|-----|-----|----|-----|-----|
| Parker..... | 70 | 100 | 70 | 100 | 100 |
| Sargent's, Nos. 1, 2, 3, 11, 12..... | 75% | | | | |
| W. H. Co's, No. 2 Mortise Gravity..... | 80% | | | | |
| Stanley's Steel Gravity Blind Hinges..... | 80% | | | | |
| with Screws, \$1.50 1/2 doz. sets..... | 80 | 100 | | | |

Hitching Cords

| | |
|---------------------|----------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 80 & 25% |

Hollow Ware

ENAMELED—

| | |
|------------------------------|----------|
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 65 & 10% |
| Maslin Kettles, &c..... | 60% |
| " Porcelain..... | 60% |

STOVE HOLLOW WARE—

| | | | |
|-----------------------------------|--------|--------|-------|
| Blacklock: | | | |
| Ground | 55 | 60 | & 10% |
| Plain or Unground | 60 | 65 | |
| Country Ware # 100 lbs. net. | \$2.75 | \$3.00 | |
| Enameled Ware | 50 | 55 | & 10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maslin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 40% |
| Enameled..... | 50% |

GLUE POTS—

| | |
|---------------|-----|
| Tinned..... | 85% |
| Enameled..... | 40% |

Hooks

BUSH—

| | | | |
|---------------------------|----|-----|----|
| Jennings & Griffin's..... | 85 | 1/2 | 55 |
| Wadsworth's..... | 55 | 100 | |

CAST IRON—

| | | | |
|-----------------------------------|-----|-----|-----|
| Ceiling, Sargent's list..... | 50 | 100 | 60 |
| Chandler..... | 60 | 60 | 100 |
| Clothes Line, Sargent's list..... | 50 | 100 | 100 |
| Coat and Hat, Sargent's list..... | 50 | 100 | 60 |
| Coat and Hat, Stowell's..... | 70% | | |
| Harness, Sargent's list..... | 50 | 50 | 100 |
| Lamp..... | 60 | 60 | 100 |
| Picture..... | 50 | 100 | 100 |
| Screw Hat..... | 60 | 100 | 70 |
| Wardrobe..... | 60 | 100 | 60 |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 1/2 doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|----------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60 & 10% |
| Wire Coat and Hat, Gem..... | 70 & 10% |
| Wire Ceiling, Gem..... | 70 & 10% |

MISCELLANEOUS—

| | | | |
|------------------------------------|--------|-----|-----|
| Belt..... | 80 | 100 | |
| Covert Mfg. Co.: | | | |
| Safety Gate and Scuttle Hooks..... | 35 | 55 | |
| Grass, Wadsworth's..... | 60 | | |
| Cronk's, Grass, 1/2 doz..... | \$2.75 | | |
| Hooks and Eyes, Brass..... | 60 | 100 | 100 |
| Hooks and Eyes, Mal. Iron..... | 70 | 100 | |
| Cotton, box and hay..... | 60 | 100 | 100 |

Horse Clippers

See Clippers.

Horse Nails

| | | | |
|-------------------------------------|-----|-----|------------------------|
| A. C. Nos. 6 7 8 9 1..... | 40 | 55 | |
| 25c 25c 25c 21c 21c..... | 40 | 55 | |
| American, all sizes, net..... | 9 | 1/2 | c |
| Nos. 6 7 8 9 10..... | 9 | 1/2 | c |
| Anchor and New Haven..... | 12c | net | for all sizes 5 to 10. |
| Nos. 6 7 8 9 10..... | 50 | 100 | |
| Ansible..... | 25c | 25c | 25c |
| C. B. K..... | 25c | 25c | 25c |
| Capwell..... | 19c | 18c | 17c |
| Chapman..... | 25c | 25c | 25c |
| Clinton Fin..... | 19c | 17c | 15c |
| Essex..... | 25c | 25c | 25c |
| Livingston..... | 25c | 25c | 25c |
| Mand S..... | 25c | 25c | 25c |
| Nepomest, Nos. 5 to 10, 1/2 lb..... | 12c | | |
| Northwestern..... | 25c | 25c | 25c |
| Putnam..... | 25c | 25c | 25c |
| New Putnam..... | 19c | 18c | 17c |
| Vulcan..... | 25c | 25c | 25c |
| Western..... | 40 | 100 | |

Horse Shoes

| | |
|------------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, iron, 1/2 keg..... | \$4.00 |
| Steel, 1/2 keg..... | 3.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Stail..... | 45% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|-----------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 80% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40 & 100% |
| Reliable..... | 50 & 100% |
| Staple..... | 60 & 100% |
| Standard..... | 70 & 100% |

Hose Bands

| | | |
|-------------------|-----|----|
| Star Hydrant..... | 80 | 80 |
| Steam..... | 70% | |

Ice Awls, Chippers &c

| | | |
|-----------------------------------|--------|-----|
| Copeland Ice Pick, 1/2 gross..... | \$9.00 | net |
| Crown..... | net | |
| Gem Ice Shave..... | net | |
| Sargent's Ice Awls..... | 55% | |
| Snell's..... | 50% | |
| Star..... | net | |

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

| | | | |
|----------------------------------|--------|----|-----|
| Enterprise, No. 33, 1/2 doz..... | \$6.00 | 25 | 30% |
| No. 34, 1/2 doz..... | 15.00 | 25 | 30% |

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

| | | |
|------------------------|----|----|
| Spin brass, plain..... | 20 | 25 |
|------------------------|----|----|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, 1/2 doz. \$1.50..... | 30% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 1/2 doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 80% |
| Table and Pocket, see Cutlery..... | net |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | | |
|----------------|----|-----|
| Wadsworth..... | 40 | 100 |
|----------------|----|-----|

Knife Sharpeners

| | | | |
|---------------------------------|--------|-------|--|
| Pike's: | | | |
| Nat. Grit Carving Knife Hones | | | |
| 1 doz | \$3.00 | } 40% | |
| Solid Stone Carving Knife Hones | | | |
| 1 doz | \$2.50 | | |
| Quick Edge Pocket Knife Hones | | | |
| 1 doz | \$3.00 | | |
| Mounted Kitchen Sandstone | | | |
| 1 doz | \$1.50 | | |

Knobs

| | | |
|--|--------|--------|
| Bardsley's wood, door, shutter and base..... | 10 | 15 |
| Base, rubber tip, 2 1/2 in. bead, 1/2 gro..... | \$1.15 | \$1.25 |
| Door Mineral..... | 65 | 70 |
| Door Por. Jap'd..... | 70 | 75 |
| Door Por. Nickel..... | \$2.10 | \$2.20 |

Lanterns

| | | |
|-------------------------------------|----|-----|
| C. T. Ham, Class A, B, C and D..... | 40 | 100 |
|-------------------------------------|----|-----|

Latches

| | | |
|-----------------------------|--------|-----|
| Cronk's barn door, net..... | \$2.00 | |
| Lane's Barn Door..... | 40 | 100 |

Lawn Mowers

| | | |
|-----------------------|----|-----|
| Champion..... | 75 | 100 |
| Clipper Improved..... | 50 | 100 |
| Enterprise..... | 40 | 100 |

Lawn Sprinklers

| | | |
|------------------------------|----|------------------|
| Champion | 75 | & 10% |
| Clipper Improved | 50 | & 10% & 10% & 5% |
| Enterprise | 40 | & 10% |
| Genuine Philadelphia Mowers: | | |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Stail..... | 45% |

Lemon Squeezers

| | |
|--------------------------------|----------|
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70 & 10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60 & 10 |

Levels

| | |
|------------------------|----------|
| Lawn Sprinklers | |
| Enterprise | 25 @ 80¢ |

Lifters

See Transom Lifters.

Lines

| | |
|--------------------------|--------|
| Daisy, net, 1/2 doz..... | \$7.50 |
| Mystic..... | 6.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.20 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &c—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | | |
|--------------------|----|-----|
| Eagle Lock Co..... | 35 | 1/2 |
| Corbin..... | 35 | 1/2 |
| Yale..... | 35 | 1/2 |

PADLOCKS—

| | |
|---|---------------|
| Acme bicycle and satchel, 1/2 doz., \$9.00..... | 40% |
| Acme Sword Co..... | 40 @ 45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egge bicycle..... | 50% |
| Wrought iron..... | 75 @ 10 @ 80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | | |
|---------------|-----|-----|
| Corbin's..... | 25 | 100 |
| Eagle..... | 40% | |

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

| | |
|------------------|------------|
| Hickory..... | 45@5 & 50% |
| Lignumvite | 45@5 & 50% |
| Bliss: | |

Maslin Kettles

See Hollow Ware.

Mattocks

| | |
|----------------------------------|--------|
| Mattocks | |
| English Garden, net 1/2 doz..... | \$4.00 |
| Regular Goods..... | 70 100 |

Meat and Food Cutters

| | |
|------------------------------|-----|
| Meat and Food Cutters | |
| American..... | 80% |

| | | | | | | |
|---------------|-----|-----|------|---------|---------|------|
| Each..... | \$5 | \$7 | \$10 | \$25 | \$50 | \$80 |
| Dixon's 3 doz | | | | 30 + 10 | 40 + 10 | |

| | | |
|--------------------------|------|------|
| Woodruff's, 1/2 doz..... | 40 | 50 |
| Nos. 100 150..... | 100 | 150 |
| Each..... | \$15 | \$18 |

| | | |
|--------------------------------|----|-----|
| Beef Shavers (Enterprise)..... | 25 | 30% |
|--------------------------------|----|-----|

Meat Juice Extractors

| | | |
|-----------------|----|-----|
| Enterprise..... | 25 | 30% |
|-----------------|----|-----|

Metals, Anti-Friction

| | |
|------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Cosmic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |

| | |
|-----------------------------------|-----|
| f. o. b. New York or Chicago..... | 15c |
|-----------------------------------|-----|

Melting Ladles

| | |
|--|-----|
| Monroe's Patent, 1/2 doz., \$4.00..... | 40% |
| Stanley's..... | 60 |

Mitre Boxes

| | |
|-------------------------------|-----|
| Cosmic | 10c |
| Magnolia, Anti-Friction | 25c |
| Mytic | 15c |

| | |
|-----------------------------|-----|
| Stanley Rule and Level Co.: | |
| Nos. 340 to 400..... | 30% |
| Nos. 50 and 60..... | 35% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

WIRE AND CUT NAILS—

| | |
|-----------------------------|-----|
| Stanley Rule and Level Co.: | |
| Nos. 840 to 460..... | 80% |

PICTURE—

| | | |
|-------------------------------------|-----|-----|
| Niles' Patent..... | 40% | |
| Porcelain head, Sargent's list..... | 60 | 100 |

Nail Nippers

| | |
|---------------------------------------|---------|
| 'Gem,' 1/2 gross lots, 1/2 gross..... | \$31.00 |
| less quantity, 1/2 dozen..... | 2.00 |

Nail Pullers

See Review of the Markets for Quotations.
Wire nails and brads, Papered Asan list,
July, 1899.....85@85&10%

| IRON PLANES— | |
|----------------------------|-----------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 60&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 35% |
| Miscellaneous | 35% |

| PLANE IRONS— | |
|----------------------|------------------|
| Back Bros. | 80% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 16%&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 20&5&29% |

| Pliers | |
|---------------------------|-----------|
| Button. | 75&10&75% |
| Cronk & Carrier: | |
| Pliers. | |
| No. 1. | 60&10% |
| " 20, net | \$8.25 |
| " 40 | 75&10% |
| " 50 | 80% |
| " 65 | 40&10% |
| " 70 | 50% |
| " 80 | 60&10% |
| " 85 | 50% |
| Wm. Johnson's Gas Pliers. | 66% |
| Smith's Side Cutting. | 25% |

| Plow Bolts | |
|------------|--|
| See Bolts. | |

| Plumb Bobs | |
|---------------------|-----|
| Keuffel & Esser Co. | 38% |

| Plumbs and Levels | |
|-------------------|-----------|
| Cook's | 40&10&10% |
| Davis' | |
| Inclinometers | 20% |
| Iron Levels | 25&10% |
| Diston's | 70% |
| Machinists' | 25% |

| Pocket Levels | |
|---------------|-----|
| Stanley's | 45% |
| Duplex. | 35% |

| Poachers | |
|-------------------|--|
| See Egg Poachers. | |

| Police Goods | |
|----------------|-----|
| Tower & Lyons. | 25% |

| Polish Metal | |
|---------------------------------------|--------|
| Prestoline Liquid, new list. | 40% |
| Prestoline Paste. | 40% |
| U. S. Metal Polish Paste, 8 oz boxes. | \$.50 |
| " gross. | 4.50 |
| " pound boxes, 7 dozen. | 1.25 |
| U. S. Liquid, 8 oz cans, 7 dozen. | 2.25 |
| " gross. | 12.00 |
| Barkkeeper's Friend Metal Polish | |
| 7 dozen | 1.75 |
| " gross. | 18.00 |

| Polish, Stove | |
|---|------|
| Black Eagle benzine paste, 5 lb cans, | |
| " lb. | 10c |
| Black Eagle, liquid, 10 oz cans, | |
| " doz. | 75c |
| Black Jack paste, 1/2 lb cans, 7 gross. | 9.00 |
| Black Kid paste, 1/2 lb cans, each. | 65c |
| Ladd's Black Beauty, 7 gross, \$10.00. | 50% |
| Joseph Dixon's, 7 gross, \$5.75. | 10% |
| Dixon's Plumbago, 1 lb. | 8c |
| Pearline, 7 gross. | 2.50 |
| Gem, 7 gross, \$4.50. | 10% |
| Japanese, 7 gross. | 8.50 |
| Jet black, per gross. | 8.50 |
| Peerless iron enamel, 10 oz cans 7 doz | 1.50 |
| Wynn's | |
| Black silk, 5 lb. pall, each. | 70c |
| Black silk, 1/2 lb. box, 7 doz. | 1.00 |
| Black silk, 5 oz box, 7 doz. | 75c |
| Black silk, 1/2 pint liquid, 7 doz. | 1.00 |

| Poppers, Corn | |
|---------------|-------------|
| Square. | 7 Doz 7 Gro |
| 1 qt. | \$ 9.00 |
| 1 1/2 qt. | 11.00 |
| 2 qt. | 18.50 |

| Post Hole Diggers | |
|--------------------------------------|--------------------|
| Avery's | 60% |
| Diston's Samson Digger, 7 doz, \$34. | 25% |
| Kohler's | |
| Little Giant. | 7 doz, net \$12.00 |
| Hercules. | 9.50 |
| Invincible. | 9.00 |
| Pioneer. | 7.25 |
| Universal. | 13.00 |
| Navy Champion. | 5.00 |
| Rival. | 5.00 |
| Ryan's. | 7 doz., \$20.00 |
| Iwan's | 7 Doz |
| Split handle. | net \$6.75&7.00 |
| Perfection. | 7.25&7.50 |
| Rockford Tool & Nail Co. | |
| Rockford brand. | 7 doz., 6.50 |
| Atlas pattern. | 7.50 |

| Post Hole Augers | |
|-------------------------|-------|
| Iwan's Patent Improved. | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

| Potato Hooks, Etc | |
|-------------------|-------------|
| Hoe Down Hooks. | 75&10&2% |
| Hop Hooks. | \$18.00 |
| Potato Hooks. | 60&10&2% 70 |

| Powder | |
|-----------------|--|
| See Ammunition. | |

| Presses | |
|------------------------------|--|
| See Fruit and Jelly Presses. | |

| Primers | |
|-----------------|--|
| See Ammunition. | |

| Pruning Hooks and Shears | |
|--|--------|
| Cronk's Pruning Shears, all styles. | 33% |
| Diston's (Combined Pruning Hook and | |
| Saw, 7 doz, \$18.00 | 30% |
| Diston's Pruning Hook, 7 doz, \$12.00. | 30% |
| Smith's | |
| Pruning Shears. | 60&10% |
| Rockdale Pruners. | 33% |
| Standard Tree Pruners. | 75% |
| E. S. Lee & Co's. Pruning Tools. | 40% |
| P. S. & W. Co's. Shears. | 40% |
| Waters' Tree Pruners. | 75&10% |

| Pulleys | |
|-------------------------|-----------|
| Awning. | 60&60&10% |
| Axis. | 50&10&60% |
| Brass screw. | 45&10% |
| Ceiling. | 50&10&60% |
| Clothes line, Japanned. | 60% |
| Common Sense. | 60% |
| Dunlop Water. | 60&60&10% |
| Empire Sash Pulley. | 60% |

| | |
|--|-----------------|
| Fox all steel. | 55 |
| Grand Rapids, all steel. | 55 |
| Hay Fork, swivel eye, 7 doz., 4 in., \$3.75. | 55% |
| 6 in., \$5.00. | 55% |
| Hay Fork, Hartz, 4 1/2 in., 7 doz., \$5.00. | 50&10% |
| Hay Fork, 5 in., solid, \$5.70. | 50% |
| Hot House. | 50&10&50&10&10% |
| Stowell's Anti-Friction, 5 in. wheel, | |
| 7 doz., \$12.00. | 40% |
| Side, Anti-Friction. | 45% |
| Shade rack. | 50&10&50&10&10% |
| Upright. | 50&10&50&10&10% |

| Pumps | |
|--|-----------|
| Cistern, best grades. | 60&60&10% |
| Pitcher Spout, best grades. | 75&80% |
| Power Pumps, Myers. | 50% |
| Spray Pumps, Myers. | 60&10% |
| Spray Pumps, Kohler's. | \$ 7.50 |
| Daley, net 7 doz. | 7.50 |
| Mechanical, net 7 doz. | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 323, 3 in. Shallow Well | 13.00 |
| Pump. | |
| No. 8, Fig. 323, 3 1/2 in. Shallow Well | 15.00 |
| Pump. | |
| No. 5, Fig. 307, 3 in. Deep Well | 15.00 |
| Pump. | |
| No. 6 1/2, Fig. 307, 3 1/2 in. Deep Well | 17.00 |
| Pump. | |
| No. 14, Fig. 521, 3 in. Deep or Shal- | |
| low Well Pump. | 15.00 |
| No. 32, Fig. 523, 3 in. Deep Well | 17.00 |
| Pump. | |
| No. 55, Fig. 331, 3 in. Shallow Well | 14.00 |
| Pump. | |
| No. 59, Fig. 332, 3 1/2 in. Shallow | |
| Well Pump. | 17.00 |
| No. 70, Fig. 333, 2 1/2 in. Deep Well | 15.00 |
| Pump. | |
| No. 72, Fig. 333, 3 in. Deep Well | 15.00 |
| Pump. | |
| No. 102, Fig. 448, 3 in. Lift Pump. | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump. | 11.00 |
| No. 128, Fig. 510, 3 in. Lift Pump. | 7.00 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump. | 8.50 |
| No. 225, Fig. 389, Windmill Pump. | 12.50 |
| No. 235, Fig. 403, Windmill Pump. | 16.00 |
| No. 240, Fig. 406, Regulator Pump. | 28.00 |
| No. 302, Fig. 477, Spray Pump, com- | |
| plete. | 11.50 |
| No. 330, Fig. 547, Knapsack Spray | |
| Pump. | 10.00 |
| Discount 50% F. O. B. Ashland | |
| No. 268, Fig. 513, Low Down Tank | |
| Force Pump, net. | 5.00 |
| No. 320, Fig. 492, Bucket Spray | |
| Pump, net. | 2.00 |

| Punches | |
|---------------------------|--------|
| Bemis & Call Co's. | |
| Cast Steel Drive. | 50% |
| Morrill's | 50% |
| Niagara Hollow | 4.00 |
| Niagara Solid | 55% |
| Saddlers' or Drive, good. | 60&65% |
| Snells' Tinners. | 40&5% |

| Rail | |
|--|------------------|
| Barn Door, Light, Inches. | 1/2 3/4 1 1/2 |
| " 100 feet. | \$1.40 1.35 2.50 |
| Barn Door, "None Better" No. 1, 7 ft., 3 1/2 c. | |
| Barn Door, "None Better" No. 2, 7 ft., 4 c. | |
| B. D. for N. E. Hangers: | |
| Angular, 7 ft., 6 c. | 70% |
| Double Flange, 7 ft., 8 c. | 70% |
| Cronk's | |
| O. N. T. style, No. 13. | 7 ft. |
| Double bracket, No. 10. | 2 1/2 c. |
| Lane's | |
| O. N. T. 1 in., 7 100 ft., net. | \$2.75 |
| O. N. T. 1 1/2 in., net. | 3.00 |
| O. N. T. 1 3/4 in., net. | 4.00 |
| Hinge Hanger, 1 in., 100 ft. | 3.50 |
| " 1 1/2 in., " 100 ft. | 3.95 |
| Stowell's Wrought steel. | 25% |
| Sliding Door, Bronzed Wrought Iron, | |
| 7 ft. | 6 1/2 c. |
| Sliding Door, Steel, Brass Plated, 7 ft., 7 1/2 c. | |
| Sliding Door, Wrought brass, 1 1/2 in 7 ft. | |
| 86c. | 25&30% |
| Victor Track Rail, 7 c 7 ft. | 60&10&2% |

| Rakes, Etc | |
|----------------------|------------------------|
| Cronk's | |
| Malleable. | 70&10% |
| New Champion. | \$9.75, 4.00, 4.25 net |
| Victor. | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn. | \$4.00 net |
| Queen City Lawn. | 75&10% |
| Kohler's | |
| Lawn Queen, 20. | \$3.15 |
| " 24. | 3.25 |
| Junbo Lawn, 30. | 6.40 |
| Paragon (wood head). | 2.50 |
| Steel Garden, 10th. | 2.00 |
| " 12th. | 2.10 |
| " 14th. | 2.25 |
| " 16th. | 2.40 |

| Rasps, Horse | |
|---------------------------|-------------|
| Diston's. | 75% |
| New Nicholson Horse Rasp. | 70&10&75&5% |
| See also Files. | |

| Razors | |
|------------------------|---------------|
| Electric. | List Net |
| Boracic. | 60% |
| Fox. | 50% |
| J. R. Torrey Razor Co. | 50% |
| Wostenholm & Butcher. | \$10.00 to 2. |

| Razor Hones | |
|--------------------------------------|-------------|
| Pike Mfg. Co's. | |
| Belgian German and Swaty, all sizes. | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1. | \$18.00 net |
| " No. 2. | 10.00 net |

| Registers and Ventilators | |
|--------------------------------------|-----------|
| HOT AIR— | |
| New list, July 1, 1900: | |
| Black Japanned, White Japanned, | |
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated. | 70&70&10% |
| White Porcelain. | 60% |
| Solid Brass and Bronze Metal. | 50% |

| Revolving Chimney Tops | |
|------------------------|-----|
| Iwan's Volcano. | 55% |

| Rifle Cleaners | |
|----------------------------------|--------|
| Blasops: | |
| Small Bore Rifle Cleaner, 7 doz. | \$3.00 |

| Rings | |
|-------------------------|--|
| See Bull and Hog Rings. | |

| Rivets and Burrs | |
|------------------|----------|
| COPPER— | |
| Belt with Burrs. | 45&45&5% |
| Hose with Burrs. | 45&45&5% |

| IRON OR STEEL— | |
|-------------------------|----------|
| New list, Jan. 8, 1904. | |
| Tinners. | 75&75&5% |
| Miscellaneous. | 70&70&5% |

| Rivet Sets | |
|---------------|-----|
| Regular list. | 70% |

| Rollers, Stay | |
|---------------|--------------------------|
| Cronk's: | |
| No. | 50 55 56 60 65 |
| 7 Dozen. | .90c .50c .75c .75c .75c |

| Rope | |
|---------------------|-------|
| Cotton Rope: | |
| A grade. | 16% c |
| Medium. | 14% c |
| 1/2 in. and larger. | 10% c |
| Common. | 10% c |

| Jute Rope | |
|----------------------|-------|
| 7-16 in. and larger. | 12% c |
| 1/2 in. and 5-16. | 15% c |
| 8-16 Pure. | |
| 7-16 in. and larger. | 10c |
| 1/2 in. and 5-16 in. | 10% c |
| 1/2 in. and 5-16 in. | 11c |

| Root Cutters | |
|--------------|-----|
| Lane's. | 25% |

| Rules | |
|---------------------------|-----------------|
| Athol, Steel. | 35% |
| Boxwood. | 60&10&60&10&10% |
| Ivory. | 35&10&35&10&5% |
| Keuffel & Esser Co.: | |
| Folding. | 35&10% |
| steel. | 35&10% |
| Lufkin's: | |
| steel. | 50&10% |
| Lumber. | 60% |
| Miscellaneous, Stanley's. | 60% |

| Sad Irons | |
|---------------------------------------|--------|
| DOVER ASBESTOS— | |
| Polishing. | 50% |
| Pressing. | 50% |
| Laundry. | 45% |
| Sleeve. | 50% |
| Tourist. | 50% |
| Blacklock: | |
| Plain black in cases, 7 100 lbs. | \$2.75 |
| Bronze finished in cases, 7 100 lbs. | 3.15 |
| Aluminum finish, in cases, 7 100 lbs. | 2.95 |
| Full nickel, in cases, 7 100 lbs. | 3.75 |

| COLD HANDLED— | |
|----------------------------|---------|
| Enterprise Mfg. Co. of Pa. | 20&5&5% |

| Safety Fuse | |
|-------------|--|
| See Fuse. | |

| Safety Lifts | |
|-----------------------|-----------|
| Burr Mfg. Co., steel. | 70&10&10% |

| Sand and Emery Paper and Cloth | |
|--------------------------------|-----------|
| Baeder, Adamson & Co's. list: | |
| Emery cloth. | 50&10&60% |
| Garnet paper. | 25% |
| Flint and emery paper. | 50&10&60% |

| Sash Balances | |
|-------------------|-----------|
| Caldwell Mfg. Co. | 50% |
| Pullman. | 50&10&60% |
| Victor bronze. | 75% |
| Victor steel. | 70% |

| Sash Chain | |
|----------------------|-----------|
| Competition. | 50&10% |
| Giant. | 40% |
| Monarch B. Co. | 70% |
| Pullman bronze. | 70% |
| Pullman cop steel. | 70&10&10% |
| Royal metal. | 65&5% |
| Steel B. Co. | 70&10% |
| Steel, copperplated. | 70% |
| Victor bronze. | 75% |
| Victor steel. | 75% |

| Sash Cord & Weight Fastener | |
|-----------------------------|-----|
| Ives. | 40% |

| Sash Cord | |
|---------------------------|------------|
| Cable Laid Italian, 7 lb. | 16&18c |
| Cable Laid Russia, 7 lb. | 15c |
| Common India, 7 lb. | 10&10% 10% |
| Patent Russia, 7 lb. | 14c |
| Patent India, 7 lb. | 12%&18c |

| Sash Fasteners | |
|-------------------------|-----|
| A Quality, drab, 7 lb. | 40c |
| A Quality, white, 7 lb. | 35c |
| B Quality, drab, 7 lb. | 35c |
| B Quality, white, 7 lb. | 30c |

| Sash Fasteners | |
|---------------------------|-----|
| Imperial. | 35% |
| Sash rollers. | 70% |
| Ives cement fasteners. | 40% |
| Champion. | 50% |
| Shutter sheaves. | 25% |
| Monitor, steel. | 60% |
| Window screen sash lifts. | 62% |

| Sash Locks | |
|--------------------------------------|--------|
| Champion meeting rail. | 50% |
| Champion slide. | 50% |
| Ives' patent. | |
| Bronze and Brass. | 62% |
| Crescent. | 50&10% |
| Iron. | 62% |
| Window ventilating. | 60% |
| Robinson pat. ventilating sash lock. | 40% |
| Wrought bronze and brass. | 55% |
| Wrought steel. | 55% |
| Paysons Signal. | 80% |
| Pullman patent ventilating. | 25% |

| Sash Weights | |
|---|--|
| Ton lots at factory (Eastern) \$27.50&\$28.00 | |

| Sausage Stuffers or Fillers | |
|-----------------------------|----------|
| Enterprise Mfg. Co. | 25&25&7% |
| National Specialty Mfg. Co. | 30% |

| Saws | |
|--------------------------|--------|
| Atkins: | |
| Hand to 14 in. wide. | 60% |
| Band 7 to 8-16 in. wide. | 50% |
| Butcher. | 40&10% |
| Pruning and Compass. | 40% |
| Circular. | 50% |
| Cross Cut. | 3 |

BENCH, HAND, ETC.—

| | |
|--|--|
| Bench, iron, 1 doz. 1 in. \$3.50 @ \$3.75 | |
| 1 1/2, \$3.00 @ \$3.25; 1 3/4, \$3.50 @ \$3.75 | |
| Bench, wood, beech. 80 @ \$2.50 | |
| Hand, wood. 80 @ \$2.50 | |
| Jack Screws, Miller's Falls, roller bearing. 60 @ \$1.00 | |
| Jack Screws, Miller's Falls, without roller bearing. 40 @ \$1.00 | |
| Jack Screws, F. S. & W. 50 @ \$0.55 | |
| Jack Screws, Sargent's. 70 @ \$1.00 | |

Scroll Saws

| | |
|---------------------------|--|
| Crocket. 10 @ \$1.00 | |
| C. E. Jennings & Co. 25 | |
| Leater, complete. \$10.00 | |
| Rogers, complete. \$4.00 | |

Scythes

| | |
|---|--|
| Cronk's. \$ Doz | |
| Wadsworth's. \$8.00 | |
| Natural Finish, grass: Polished Blade, grass. Painted or Bronzed, grass. Clipper, Grain: Weed and Bush. 40% | |

Scythe Rifles

| | |
|--------------------------|-----|
| 2-Coat, \$ gro., \$10.00 | 40% |
| 4-Coat, \$ gro., \$12.00 | 40% |

Scythe Stones

| | |
|---|-----|
| Pike's Selling Assortments: Assortment "A" \$4.75 net | |
| "B" \$3.75 net | |
| No. 1, Indian Pond. \$ 7.00 | |
| No. 2. 4.50 | |
| White Mountain. 9.00 | |
| Black Diamond. 12.00 | |
| Lamelle. 11.00 | |
| Green Mountains. 6.00 | 40% |
| Leader Red End. 4.50 | |
| Willoughby Lake. 9.00 | |
| Extra Quimbog. 7.00 | |
| Pike's Corundum. 18.00 | |
| " Quick Cut Emery. 10.00 | |

Seeders

| | |
|---------------------------------|--|
| Raisin, Enterprise. 25 @ \$0.80 | |
|---------------------------------|--|

Shears

| | |
|---|--|
| Acme (cast). 40 @ \$4.00 | |
| Etna, Steel Japanned. 80 @ \$2.00 | |
| Etna, Steel Nickleled. 70 @ \$2.00 | |
| Barnard Lamp Trimmers. 40% | |
| Carrier Cutters. 40% | |
| N. P. Straight Trimmers. 63% | |
| N. P. Bent Trimmers. 63% | |
| Japanned Straight. 70 @ \$1.00 | |
| Japanned Bent. 70 @ \$1.00 | |
| Cronka. 70 @ \$1.00 | |
| Nickle Plated. 70 @ \$1.00 | |
| Japanned. 70 @ \$1.00 | |
| Heinrich's. 40% | |
| Straight Trimmers, etc. 60 @ \$1.00 @ \$1.10 @ \$1.20 | |
| Tinners' Snips. 40% | |
| Pruning, See Pruning Hooks and Shears. 40% | |
| Seymour's Standard List: Japanned. 70% | |
| Nickleled. 60% | |
| Standard Cutlery Co.: Japanned. 70 @ \$1.00 | |
| Nickleled. 60 @ \$1.00 | |
| Star Brand: Nickle Scissors. 60% | |
| Nickle Shears. 60% | |
| Japan Shears. 70% | |
| Tinners' Shears. 50% | |
| Pruners. 75% | |
| Tinners' Snips. 40% | |

Shears, Hedge

| | |
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| Wm. Wilkinson & Sons. 50% | |
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Sheaves

SLIDING DOOR—

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| Corbin's list. 60 @ \$1.00 @ \$1.25 | |
| Hatfield's Pattern. 70 @ \$1.00 @ \$1.25 | |
| Stowell's Anti-Friction. 50% | |
| Patent Roller. 60 @ \$1.00 @ \$1.25 | |

SLIDING SHUTTER—

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| Sargent's list. 70% | |
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Shells

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| See Ammunition. | |
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Ship Tools

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| L. & I. J. White. 25% | |
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Shot

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|-----------------|--|
| See Ammunition. | |
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Shovels and Spades

| | |
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| Association List, Nov. 15. 40% | |
| F. E. Kohler Co. net prices | |
| Avery Stamping Co. 40% | |

Shutter Bars

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| Ives'. 45% | |
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Shutter Bolts

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| See Bolts, Shutter. | |
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Skate Sharpeners

| | |
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| Eureka. \$ doz. \$1.75; \$ gro., \$18.00 | |
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Slaters' Tools

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| Plumbs. 80% | |
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Slaw and Kraut Cutters

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|---|--|
| Diaston's: Slaw, vegetable, corn grater, turnip shredder. 40% | |
| Kraut cutters, 24x7, 26x8, 30x9. 55% | |
| Kraut cutters, 36x12, 40x12. 40% | |
| Tucker & Dorsey: 1 knife, \$ gro. \$18.00 @ \$20.00 | |
| 2 knives, \$ gro. \$22.00 @ \$30.00 | |
| Kraut cutters. 40% | |
| Woodrough & McFarlin. 40% | |

Sledges and Heavy Hammers

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| See Hammers. | |
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Slicers

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| Vegetable, Enterprise. 25% | |
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Smiths' Bellows

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| See Bellows. | |
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Snaps, Harness, &c

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|---|--|
| German, new list. 40 @ \$4.00 @ \$1.00 | |
| Sargent's: Patent Guarded. 66% | |
| Covered Spring. 60 @ \$0.55 | |
| Covert Mfg. Co.: Covert Breast strap, bkls snaps. 40% | |
| Yankee Breast strap, bkls snaps. 80 @ \$0.25 | |
| Breast strap protector. 45% | |
| Double for bits or trace carrier. 45% | |

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|---------------------------|--|
| Trojan snaps. 45 | |
| High grade snaps. 45% | |
| Jockey snaps. 35% | |
| Derby snaps. 30 @ \$0.25 | |
| Rope snaps. 40% | |
| Yankee snaps. 30 @ \$0.25 | |

Scythe Snaths

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|--------------------------------|--|
| National Snath Co. 45 @ \$0.50 | |
| Grain cradles. 40 @ \$1.25 | |

Spoke Shaves

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|---|--|
| Bailey's (Stanley R. & L. Co.). 50 @ \$1.00 | |
| Razor Edge. 35% | |
| Iron, \$ doz. 50 @ \$1.00 | |
| Miller's Falls. 15 @ \$1.00 | |
| Seymour Smith & Sons, iron. 20% | |
| Wm. Johnson's: Wood, best. 30% | |
| Wood, second quality. 30% | |

Spoons and Forks

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|-------------------------------------|--|
| Atlas Spoons: Tea, \$ gro. net. 45% | |
| Table, \$ gro. net. 30% | |

Boardman's

Nickle silver, catalogue "D" net list

SILVER PLATED FLAT WARE—

L. Boardman & Son, catalogue "D" net list

International Silver Co.

"1847" 40 @ \$1.00

"Anchor" 60%

"Eagle" 50 @ \$1.00

"Star" 50 @ \$1.00

Rogers, Smith & Co. 50 @ \$1.00

Rogers & Hamilton. 50 @ \$1.00

Holmes & Edwards. 50 @ \$1.00 @ \$1.10

German silver, unplated. 60 @ \$0.55

KNIVES AND FORKS, No. 12—

\$ Doz. Net \$3.50

"Anchor" 3.25

"Eagle" 3.25

"Star" 3.25

Rogers, Smith & Co. 3.25

Rogers & Hamilton. 3.25

Holmes & Edwards. 2.75

Springs

See Door Springs.

Spring Balances

See Balances.

Spring Hinges

See Hinges.

Squares

Diaston's Try square & T bevels, new list. 70%

Try square and T bevel. 60 @ \$1.00 @ \$1.25

Winterbottom's Try and Mitre: Iron Handle. 40%

Wood Handle. 50%

Nickle-plated, new list, Jan. 5, '06. 75 @ \$1.00 @ \$1.25

Steel and iron. 75 @ \$1.00 @ \$1.25

Staples

Barbed blind, 1/2, 3/4, & 1 in., 1 lb. 60 @ \$0.50

Poultry Netting. 3 3/4 @ \$3.00

FENCE—

Same price as Barb Wire, see trade report.

Stay Rollers

Cronk's, No. 50, net \$ doz. \$1.00

" 55 " " " 60%

" 56 " " " 84%

" 57 " " " 84%

" 58 " " " 80%

Lane's, Nos. 1, 2 and 3. 40%

Steels

Chatillon's "Dicks" 80%

Stocks and Dies

BICYCLE—

Holroyd & Co. 40 @ \$1.00

BLACKSMITH—

Butterfield's. 35 @ \$4.00

Gardner. 33 @ \$1.00

Holroyd & Co. 50 @ \$1.00 @ \$1.25

Holroyd's R'd Adj. screw plates. 50%

Reece's new screw plates. 25%

Lightning screw plate. 25%

PIPE MAKERS—

Holroyd & Co. 80 @ \$1.00 @ \$1.25

Stones

See Oilstones.

Stops

See Bench Stops.

Store Door Handles

See Handles.

Store Ladders

Lane's. 10%

Myers' Noiseless. 50%

Stove Bolts

See Bolts.

Stove Polish

See Polish, Stove.

Sweepers

See Carpet Sweepers.

Swing Chairs, Steel

Haggar & Marquess Co. "Comfort" per doz. 40%

Tackle Blocks

See Blocks.

Tacks, Finishing Nails, &c

New List, May 1, 1905. 90 @ \$0.75 @ \$1.00

American Cut Tacks. 90 @ \$0.75 @ \$1.00

Swedish Cut Tacks. 90 @ \$0.75 @ \$1.00

Swedish Upholsterers'. 90 @ \$0.75 @ \$1.00

Gimp Tacks. 90 @ \$0.75 @ \$1.00

Lace Tacks. 90 @ \$0.75 @ \$1.00

Trimmers' Tacks. 90 @ \$0.75 @ \$1.00

Looking Glass Tacks. 60 @ \$0.75

Bill Posters' & Railroad Tacks. 30 @ \$0.75 @ \$1.00

Hungarian Nails. 85%

Finishing Nails. 70 @ \$1.00

Trunk and Clout Nails. 80 @ \$1.00

NOTE: The above prices are for Standard Weights. An extra 5% is given on Medium Weights, and an extra 10% is given on light weights.

MISCELLANEOUS—

Double Point, in dozens. 80 @ \$0.25

Shade, in dozens. 80 @ \$1.00 @ \$1.25

Shade, in bulk. 80%

Tack Pullers

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|---------------------------------------|--|
| Columbia, No. 1, \$ doz., net. \$5.00 | |
| Little Jack, \$ doz., net. 1.00 | |

Tapes, Measuring

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|---|--|
| Eddy's: American Asses' skin. 40 @ \$1.00 @ \$1.25 | |
| Leather Case. 25 @ \$0.50 @ \$1.00 | |
| Star steel. 40 @ \$1.00 @ \$1.25 | |
| Steel. 30 @ \$0.50 @ \$1.00 | |
| Chestermans. 25 @ \$0.25 @ \$0.50 | |
| Kenfel & Esser Co.: "Favorite" Ass skin. 40 @ \$1.00 @ \$1.25 | |
| "Favorite" Duck & Leather. 25 @ \$0.50 @ \$1.00 | |
| Metallic steel, lower list. 85 @ \$0.55 @ \$1.00 | |
| Pocket. 85 @ \$0.55 @ \$1.00 | |
| Lufkin's steel and metallic. 30 @ \$0.38 @ \$1.00 | |

Tap Borers

See Borers, Tap.

Tap

American Screw Co.: Machine screw. 70%

Holroyd & Co's: Blacksmiths. 60 @ \$1.00

Machine screw. 75 @ \$1.00 @ \$1.25

Machinists' Hand: 1-16 to 1 1/2 in. inc. 65 @ \$1.00

1 1/2 to 2 in. inc. 50 @ \$1.00 @ \$1.25

2 1/2 to 3 in. inc. 38 @ \$1.00

3 1/2 to 4 in. inc. 30 @ \$1.00

Pipe, 1/2 to 1 1/2 in. 80 @ \$1.00

Pipe, 2 to 3 in. 80 @ \$1.00

Pipe, 3 1/2 and 4 in. 66 @ \$1.00

Tap Wrench

Rollis Hdw. Co., \$5.00. 50%

Thumb Latches

See Handles.

Ties, Wall and Veneer

The Metal Stamping Co., Niagara. 20 @ \$1.00

Tinware

Stamped, Japanned and Pieced. net prices

Tire Bolts

See Bolts.

Tobacco Cutters

National Specialty Co. 40%

Enterprise Mfg. Co. 25 @ \$0.25

Toilet Clippers

See Clippers.

Trace Holders

Fernald's, \$ doz. pairs. net \$1.25

Trammel Points

C. E. Jennings & Co., "Eureka". 25%

Diaston's. 70%

Sargent's. 40 @ \$1.00

Stanley's. 45%

Transom Lifters

Payson's solid grip, Nos. 648 and 644. \$100, net. \$53.00

Payson's: Balance, Iron list. 70 @ \$1.00 @ \$1.25

Traps

FLY—

Balloon. \$ doz. \$1.25, \$ gro., \$12.00

Globe. " " 1.25, " " 12.00

Harper. " " 1.40, " " 13.50

GAME—

Enterprise Mole. 15 @ \$1.00

Hawley & Norton. 45 @ \$0.50 @ \$1.00

Newhouse. 45 @ \$0.50 @ \$1.00

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural Implements

Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

"Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits

John H. Graham & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Automatic Door Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

Automobiles

J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Sundries

Geo. W. Nock Co., Philadelphia, Pa.

Awnings

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes

National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease

Frazier Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil

Frazier Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal

Magnolia Metal Co., New York

Balances, Sash (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Bank Locks

The Yale & Towne Mfg. Co., New York.

Barbers' Supplies

Kraut & Dohnal, Chicago, Ill.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet Forks

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

Bells and Gongs

John H. Graham & Co., New York

Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries

Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Russell Jennings Mfg. Co., Deep River, Conn.

Blocks, Tackle

Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners

Cary Mfg. Co., New York

Box Haps and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Braces, Carpenters

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets

E. E. Josef Mfg. Co., Buffalo, N. Y.

Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

Builders' Hardware

Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York.

Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales

John Chatillon & Sons, New York

Butchers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware

The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine

Udell Works, Indianapolis, Ind

Calipers

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers

John H. Graham & Co., New York

Carpenters' Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Casters

Faultless Caster Co., Nebraska City, Neb

Casters (Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Chain Hoist

Jos. F. McCoy Co., New York.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks

The Yale & Towne Mfg. Co., New York.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter

Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Clear Makers' Cutting Tools

Kraut & Dohnal, Chicago, Ill.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Clamps, Rug and Carpet

E. E. Josef Mfg. Co., Buffalo, N. Y.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coasters

S. L. Allen & Co., Philadelphia, Pa.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coil Springs (Door)

Pullman Mfg. Co., Rochester, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Combination Squares

A. W. Hight, Toledo, O.

Conductor Pipe

Am'can Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Copper Ware

Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery

Davies Automatic Shear Co., New York
Kraut & Dohnal, Chicago, Ill.

Cutlery, Pocket

John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers

Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Diamond Tools

The Tanite Co., Stroudsburg, Pa.

Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks

Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles

Alfred Field & Co., New York

Door Holders

Caldwell Mfg. Co., Rochester, N. Y.
Pullman Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.

Door Check and Spring (Blount)

The Yale & Towne Mfg. Co., New York.

Door Checks and Springs

- Ears, Knobs and Handles**
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co. Buffalo, N. Y.
- Egg Beaters (Dover)**
Holt Lyon Co., Tarrytown, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Electric Supplies**
Geo. W. Nock Co., Philadelphia, Pa.
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery**
The Tanite Co., Stroudsburg, Pa.
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Glue**
The Tanite Co., Stroudsburg, Pa.
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Envelope and Stamp Lubricators**
Pelouse Scale & Mfg. Co., Chicago
- Export Agents**
John H. Graham & Co., New York
- Fans (Ventilating, Ceiling)**
The A. Rosenberg Co. Baltimore, Md.
- Farm Fencing**
New Jersey Wire Cloth Co., Trenton
and New York
- Farming Tools**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Fences (Steel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
- Fire Arms**
Alfred Field & Co. New York
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Fishing Tackle**
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**
American Tube and Stamping Co.,
Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Frying Pan Lld**
Kitchen Specialty Mfg. Co., Reading, Pa.
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Galvanized Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Garbage Cans**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes—Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grinding Machines**
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**
Henry Diston & Sons., Phila., Pa.
- Guns**
Alfred Field & Co., New York.
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven,
Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls,
New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
E. E. Josef, Mfg. Co., Buffalo, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Pullman Mfg. Co., Rochester, N. Y.
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Frazer Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Frazer Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Haps and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoist (Chain)**
Jos. F. McCoy Co., New York.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Household Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Hoof Oil**
Frazer Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Onelda Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**
Capewell Horse Nail Co., Hartford, Conn
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.
- Holders, Pillow Sham and Dust
Pan**
E. E. Josef Mfg. Co., Buffalo, N. Y.
- Hot Pan Lifters**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Ice Balances**
John Chatillon & Sons, New York
Pelouse Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Inclinometers**
Bradford Union Mfg. Co., Bradford, Pa.
- Ironing Boards**
Tyrone Ironing Board Co., Tyrone, Pa.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago,
Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport,
Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Keys and Blanks**
Geo. W. Nock Co., Philadelphia, Pa.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago,
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Lawn Fences**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.
- Levels**
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**
Bradford Union Mfg. Co., Bradford, Pa.
- Lifting Jacks**
Barth Mfg. Co., Milwaukee, Wis.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks**
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.
- Locks and Knobs**
John H. Graham & Co., New York
- Locksmiths' Supplies**
Geo. W. Nock Co., Philadelphia, Pa.
- Lubricants**
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Diston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Kenkel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops

Bay State Mop Co., Woburn, Mass.

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans

Atlantic Stamping Co., Rochester, N. Y.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co., Cleveland, O.

Packing Rubber

Veorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints

Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Patents

Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove

Jos. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ill.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishing Pastes

The Tanite Co., Stroudsburg, Pa.

Postal Scales

Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Post Office Lock Boxes

The Yale & Towne Mfg. Co., New York.

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and
Sheffield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Reamers

C. E. Jennings & Co., New York

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co., Philadelphia

Reversible Nippers

The Nettleton Mfg. Co., Middletown, Conn.

Revolvers

Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels

Geo. P. Clark Co., Windsor Locks, Conn.

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Kenkel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adamson & Co., New York,
Philadelphia, Boston and Chicago

Sash Balances, (Spring)

Pullman Mfg. Co., Rochester, N. Y.

Sash Chain and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers

E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Locks, (Ventilating)

Pullman Mfg. Co., Rochester, N. Y.

Sash Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Sash Ribbon and Attachments

Pullman Mfg. Co., Rochester, N. Y.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Cincinnati, Ohio.
Henry Diston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Clamps

C. W. Cardwell Mfg. Co., Jamaica, N. Y.

Saw Gummers

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Drivers

The Ducharmes Co., Shelburne Falls, Mass.

John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers

Cyclone Seeder Co., Urbana, Ind.

Seals

Schwerdtle Stamp Co., Bridgeport, Conn.

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
E. Heinich's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprises Mfg. Co. of Pa., Phila.
Henry Diaston Sons, Philadelphia, Pa.
C. E. Jennings & Co., New York
- Sleds**
S. L. Allen & Co., Philadelphia, Pa.
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Special Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila., Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Springs, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
Henry Diaston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.
- Squares (Universal)**
The Duby & Shinn Mfg. Co., New York, N. Y.
- Stamps, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Staple Pullers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Stay Rollers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Steamfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Dies**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Door Buttons**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Steel Measuring Tapes**
Kuffel & Esser, New York
L. S. Starrett Co., Athol, Mass.
- Steel Roofing**
Am. Steel Roofing Co., Middletown, O.
- Steel Rules**
L. S. Starrett Co., Athol, Mass.
- Stencils**
Schwerdtle Stamp Co., Bridgeport, Conn.
- Step Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
Milbradt Mfg. Co., St. Louis, Mo.
- Stocks and Dies**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
- Stock Food**
Frazer Lubricator Co., Chicago, Ill.
- Stone Hooks**
Geneva Tool Co., Geneva, O.
- Stove Trimmings**
Fanner Mfg. Co., Cleveland, O.
- Strapping Belts**
Ames Sword Co., Chicopee, Mass.
- Street Hoes**
Geneva Tool Co., Geneva, O.
- Strops, Razor**
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.
- Sugar Beet Tools**
Geneva Tool Co., Geneva, O.
- Tables, Folding**
Udell Works, Indianapolis, Ind.
- Tack Pullers**
F. E. Ellis & Son, Milldale, Conn.
John H. Graham & Co., New York
- Tackle Blocks**
Boston & Lockport Block Co., Boston, Mass.
- Tailors' Shears**
R. Heinsch's Sons Co., Newark, N. J.
- Ten Cent Specialties**
Franklin Specialty Co., Reading, Pa.
- Tents**
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.
- Thistle and Dock Diggers**
Geneva Tool Co., Geneva, O.
- Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**
Berger Bros. Co., Philadelphia
- Tinners' Snips**
R. Heinsch's Sons Co., Newark, N. J.
- Tool Chests and Cabinets**
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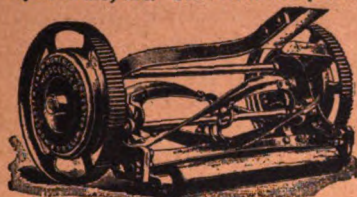
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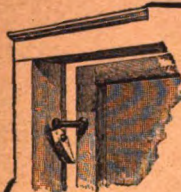
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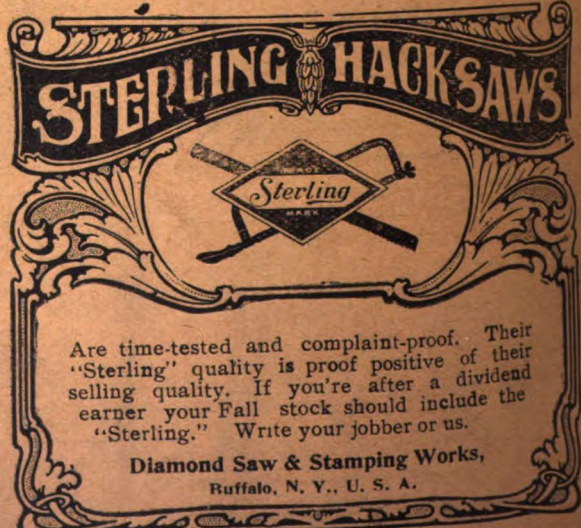
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NO. 10

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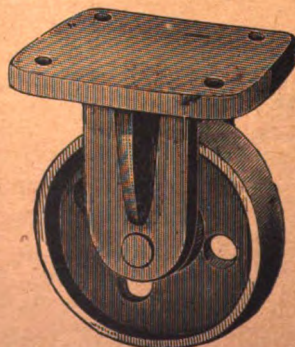
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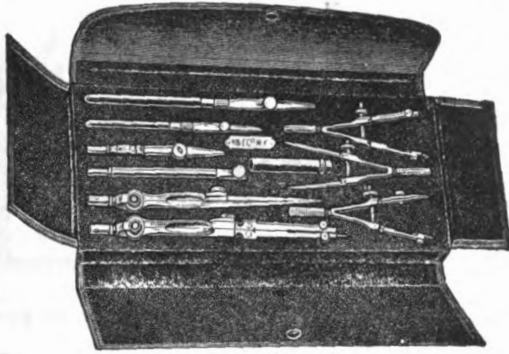
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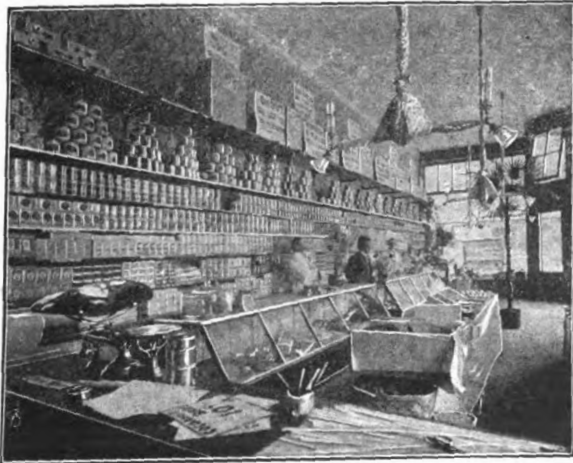
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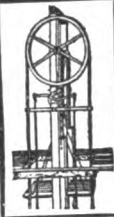
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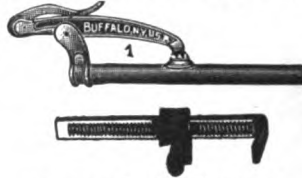
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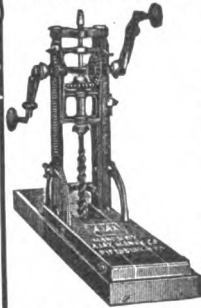
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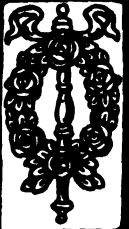
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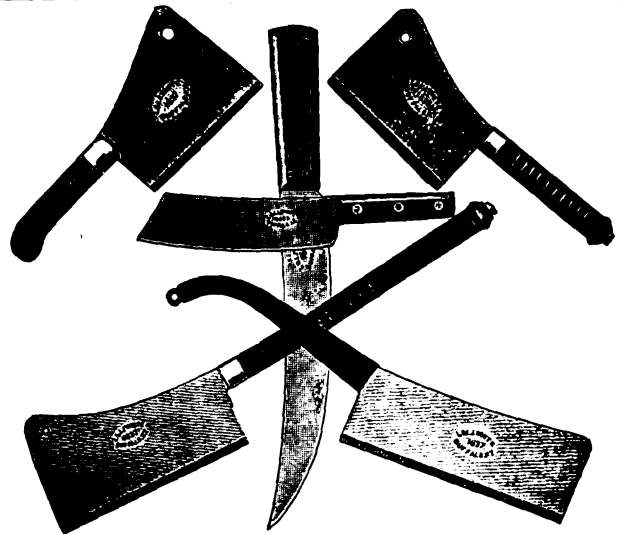
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Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels ---have been made by us for nearly three-quarters of a century. They are the best that money can buy.

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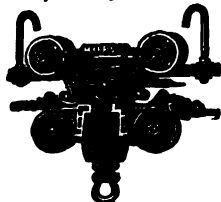
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Myers Hay Unloader.



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Aluminum Finish.

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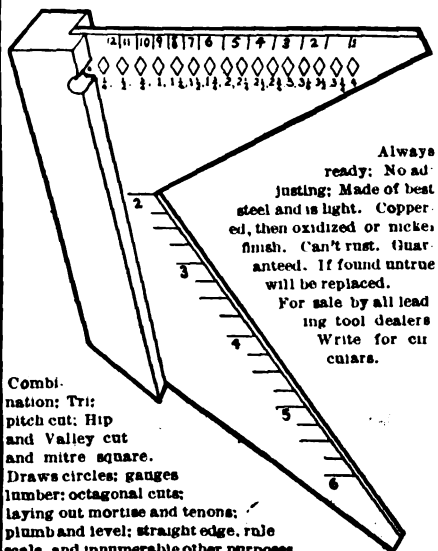
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Always ready: No adjusting: Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced.

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The Imperial Rotary Washer

Has made a hit with discriminating housewives everywhere.

The reason? Plenty of 'em.

It washes more clothes in less time with less wear and tear and less work than the other kind.



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Again--
Its sliding cylinder on square post insures greatest strength of any Rotary.

All Steel Roller Bearings

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Established 1871.



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recognizes that an advertised article is four times easier to sell than an unadvertised one.

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Send for 1906 large catalogue before ordering Spring Stock.

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THE PHILADELPHIA LAWN MOWER CO.
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that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.

Write for price today.
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40-2 West 33rd Street, N. Y.



SEE HERE, MR. HARDWARE DEALER

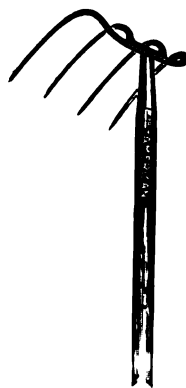
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They are used *every day, in every kind of work* on the farm.

There is a certain kind of tool that is best for each particular kind of work. They are time and labor saving tools.

The farmer wants them. You can't keep him from buying them if he sees them in your store. Write for our big Catalog.

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each ad. in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. Always Mention "HARDWARE" for having "put you wise."

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Good Profits to Dealers. No Investment.
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Absolute Reliability

under the most adverse conditions is the one feature that makes the

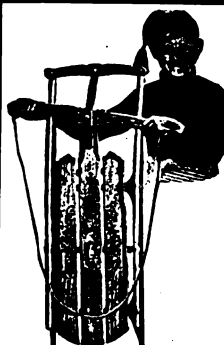
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Flexible Flyers are guided by the steering bar which springs the STEEL RUNNERS to the right or to the left, as desired. The bar is operated by the hands in lying down and by the feet and hands combined when sitting up. This makes the Flexible Flyers the fastest, safest and most comfortable coasters in the world, and increases immensely the pleasure of their use.

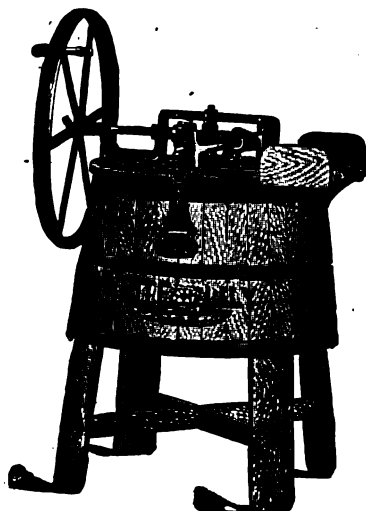
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THE ONLY SLED GIRLS CAN PROPERLY CONTROL.
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HAIR FELTS for covering Boilers, Steam and Water Pipes, and Lining Refrigerators.

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NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



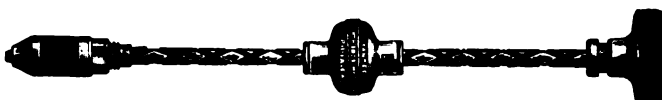
NO. 15—RATCHET, WITH FINGER TURN ON BLADE



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Gives an Elastic,
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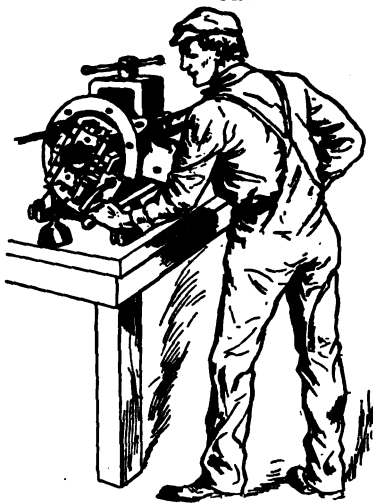
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For hand or power interchangeably. They are made in all sizes up to 6 inches. All sizes up to 4 inches are portable and may be carried to the work if so desired. An apprentice can operate one of these machines, without assistance. They are all fitted with GENUINE Armstrong Adjustable Dies.

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SAVES REPAIRS
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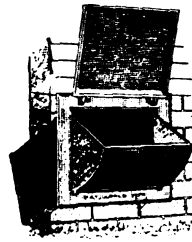
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Fills a long felt want. Is burglar-proof. Saves many broken windows.

Is a splendid seller. Write for prices and secure agency at once.

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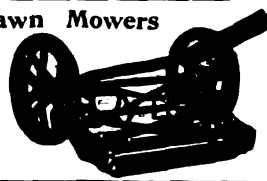
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SPOUT READY FOR USE

REVERSIBLE DROPPER AND SPOUT

Safe and Handy for Gunners, Carpenters and Shop Uses.

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2 oz. and Large Bottle.

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A little higher in price than ordinary hammers but of extraordinary quality — every one of them.



Like all Hammers stamped "H. Cheney Hammer Co.," are fully Warranted.

1-2 DOZ. IN EACH BOX.

Write us to-day for descriptive circular and discount. Mention **HARDWARE**.

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WARRANTED



THEY HOLD AN EDGE — — NO HARD OR SOFT SPOTS

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Is but one of the selling points of the "Caster That Never Refuses to Turn."

The Faultless

(with leather wheel) for all kinds of furniture and all kinds of hard-wood floors and parquetry.

The Best Point about the "Faultless" is NOT HERE

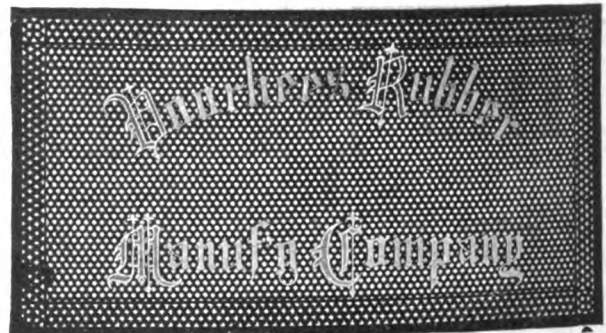
This Faultless turning point brought us the Highest Award at the World's Fair 1904.

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Just a trial order is all we ask of you.

It will prove our ability to make excellent goods. More than that.

You will become our steady customer.

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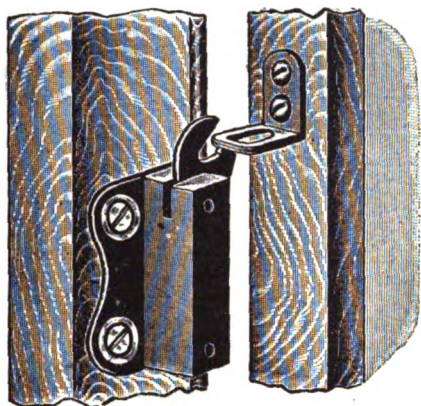
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TO WHOM IT MAY CONCERN:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc., Des Moines, Iowa.

WATROUS AUTOMATIC DOOR CATCH



OPEN

TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

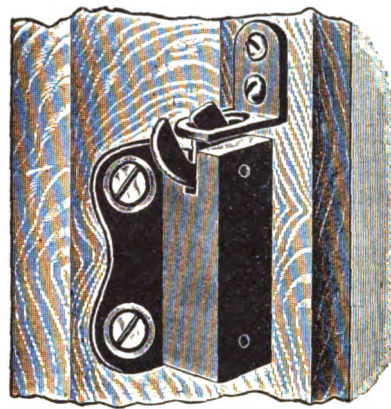
For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



Japanned Steel Door Buttons.

Patent Applied For.



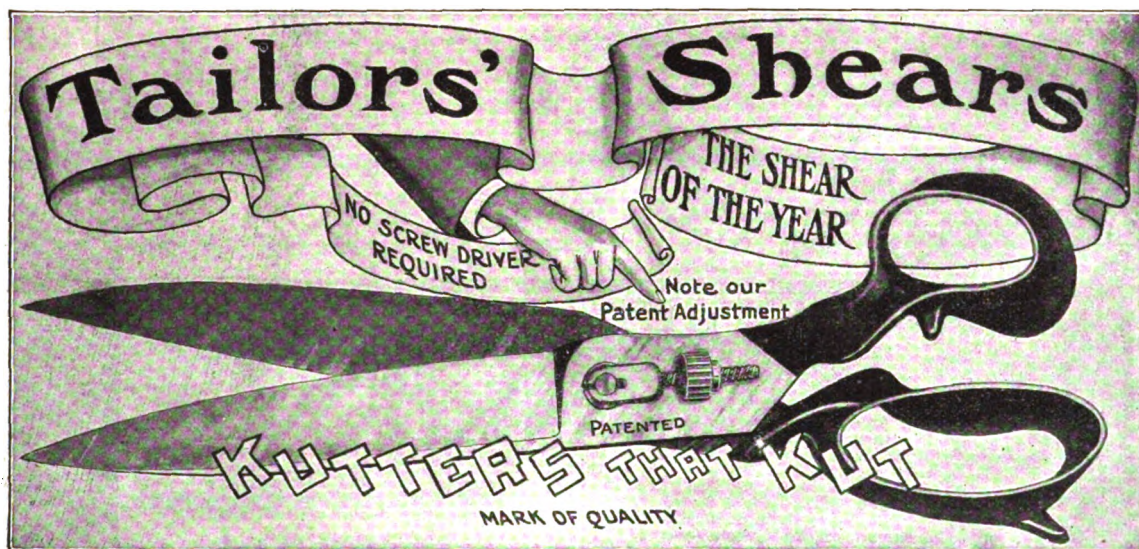
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Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1 1/4 to 2 1/2 inches.



Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

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The Shear of The Year

Not How Cheap--But Quality and Durability.

You don't want the Cheapest, but The Best. We claim in our Patent Adjustment Shear to give you a Shear that has the advantage over other makes of Quicker Adjustment and Longer Service, combined with Quality and Workmanship. Requires grinding 1 to 10, that is, other Shears require grinding ten times where ours are ground once. It is not the cutting, but the bearing which dulls the shears.

The Perfect Feature of construction of our Shear is the method of drawing the Shear blades together Without the use of a Screwdriver. A turn of the milled nut tightens or loosens the blades by forcing the Forked Head under the head of the pin which passes through both blades. By a few turns of the milled nut the blades can be taken apart, which eliminates All Use of the Screwdriver for taking apart, or taking up lost motion.

Send for Circular and Trade Prices.

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FOLDED—WHEN NOT IN USE

A Novel Invention for Ironing Shirt Waists, Children's Clothing, etc. Ideal for Sleeves. It is one of the most useful and attractive boards ever offered. Sells on sight and where shown has always been pronounced to be one of the best sellers.

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TO BUY

FISHING TACKLE

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Utica, N. Y.

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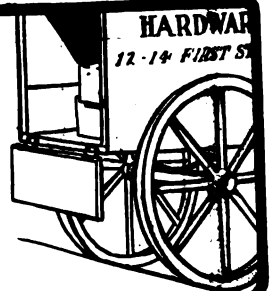


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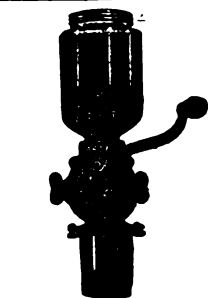
That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

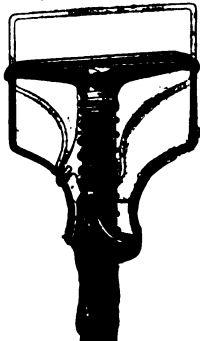
will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

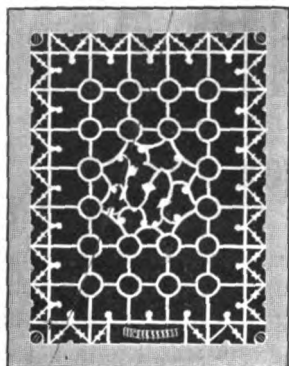
Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



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REGISTERS

All cast warm air Registers, neat in design and of superior finish. Are interchangeable with all first-class makes.

Remember we do not belong to the Association. Are in a position to quote lowest prices and can give Prompt delivery.

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STANDARD REGISTER CO., Cleveland, Ohio.

Register Department of The Standard Foundry & Mfg. Co.



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Don't wait until tomorrow but write at once for the exclusive agency for the
ROYAL BLUE WASHING MACHINE

Finished in natural color of wood. Hoops and castings painted with Royal Blue Enamel.

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PROTECTION AND LONG
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JERSEY CITY, N. J.

We make a specialty of making to order only, a superior quality of **Cast Steel Wire Springs**, either for extension or compression.

These Springs are all **oil tempered** and are made of an extra quality of wire drawn specially for our own use, of the same grade of stock as we use for the Springs that we put in our Spring Scales



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UP-TO-DATE BARROWS

ORDER THE • • •

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All Kinds of Wood and
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Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

No. 4Q.

• • •

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

THE AMERICAN TUBE & STAMPING CO.,

SUCCESSORS TO

The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

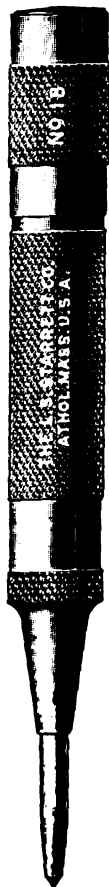
By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of Fine Mechanical Tools.

The L. S. Starrett Co.

Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

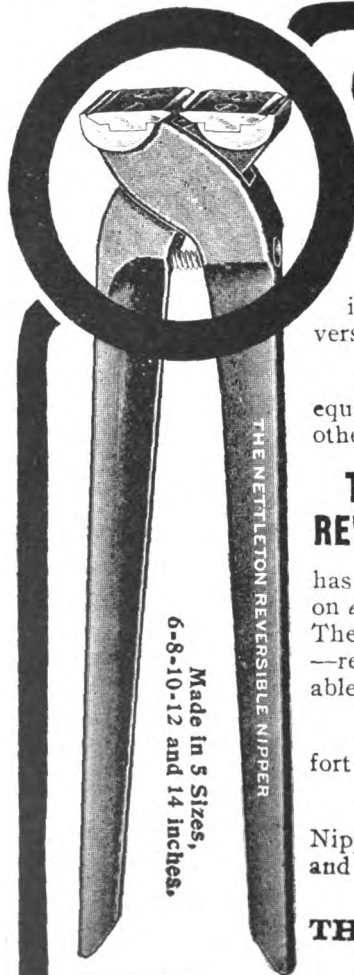
has two fine cutting edges on each blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the Nipper user in your town and watch them sell!

THE NETTLETON MFG. CO.

Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
Factory: MIDDLETOWN, CONN.
Address all correspondence pertaining to sales to N. Y. Office.



HARDWARE

Mrs. Frances A. W. McIntosh, formerly advertising manager of the Standard Tool Company, Cleveland, Ohio, and more recently connected with the advertising department of *Power*, New York, now has charge of the publicity department of the Norton Company, Worcester, Mass., the appointment taking effect August 1st.

The blind do lead the blind. A professor of one of our leading colleges who in a recent speech said the Monroe doctrine "is the embodiment of national greed and selfishness" has charge of the history department.

The Pittsburgh Shovel Co., Pittsburgh, Pa., and having their factory at Leechburgh, Pa., are represented in New York at 103 Reade Street by D. B. McIlwaine, who has been well known to the trade in this city for a number of years. He will be provided with stock in their several lines for the convenience of customers. The company manufactures Special High Grade Crucible Steel Contractors' and Railroad Shovels, Coal and Grain Scoops, Telegraph Scoops and Ditching and Draining Tools; also Hickory Clay, Pick and Sledge Handles, etc.

The sharks are not the only fish which swim out of the financial sea with other people's money. Recently the Salmon bank failed, down in Missouri, and now a Mr. Hering seems to be blamed for a Chicago bank failure.

G. & H. BARNETT CO.

It's getting to be quite the thing now to supply your customers with an ornamental sign to hang up in the store to let the people know that he handles the goods of the advertiser. The latest decoration of this kind exploits the G. & H. Barnett Co.'s "Black Diamond" Files and Rasps, Philadelphia, Pa. It is a neat and pretty metal sign lettered on both sides with a vermilion background on which the well-known "Black Diamond" is in evidence, and calculated to do justice to the thought in which superior files are suggested. It deserves a conspicuous position. The company will be pleased to forward one of these signs to any of our readers who may request it.

"NEWSPAPERS WORTH COUNTING."

"Newspapers Worth Counting" is the name of a unique book to be issued by the Printers' Ink Publishing Company of New York. The forthcoming publication is edited by George P. Rowell who, thirty-eight years ago, established the American Newspaper Directory, and under whose auspices and control it has ever since made its annual appearance. It is the national authority on newspaper statistics and a study of its pages reveals the interesting facts that only one newspaper in three succeeds in gaining a sale of so many as a thousand copies; and of those that do, only one in five will allow the advertising public to know how many copies they issue. It is a circumstance that affords some satisfaction to this paper that "Newspapers Worth Counting" will record it not only among the one of three but also among the one of five as well. The forthcoming book (500 pages Octavo) is one that will greatly interest every man who has to do with advertising. It will be sold for \$1.00 a copy. Subscriptions will be received at this office.

"COMMUNITY SILVER."

As pretty a piece of printing and publishing as one could wish to see meets our approbation in the receipt of a booklet from the Oneida Community, Ltd., Oneida, N. Y. It is entitled "Some Business Ideals of the Oneida Community," and while it could refer to anything they manufacture, confines itself to tracing the development of the present organization and its products from the foundation of the Community many years ago. The artistic manner of its presentation is simply unique. The cream-tinted cover has a depression on it, on which is enshrined a rich design hanging by its top ornamentation, with the words "Community Silver," giving the booklet its title. Beautiful little vignettes adorn the text in tint, showing the spacious edifice known as the Community Home, a beautiful bit of landscape embracing a view of the historic Oneida Creek, finishing with an artistic example of the widely advertised Fleur de Luce design of Community Silver. Nothing in the nature of advertising is to be found in the booklet, the interesting character of which impresses one by its text, which so graphically tells its own story.

ENTERTAINED BY F. E. MYERS & BRO.

It is the annual custom of F. E. Myers & Bro., Ashland, Ohio, the famous manufacturers of pumps, hay tools, etc., to entertain their entire traveling force, which they did this year on July 30 to August 2, sitting down to a sumptuous banquet at 6 o'clock on August 1 at the magnificent residence of F. E. Myers, whose guests they were. The entire traveling force was present, with the exception of those in remote territories and in foreign countries, as well as their office men and shop foremen, aggregating nearly 100 in all. During the time that they were entertained at Mr. Myers' residence they spent several days at the works, during which time there was a close shop and product inspection, exchange of experiences and views, a regular and thorough drill covering new goods, and the superior points of merit noticeable in the Myers line of pumps, hay tools, etc. Photographs were taken of the entire force, which was suggested by the travelers, who were enthusiastic on the subject, and without flattery they were as fine a body of representatives as any house might well be proud of. They formed one photograph, which was taken on the front steps of Mr. Myers' residence, while the other commemorated the salesmen, office force and foremen of the works. The past year has been the largest in the history of the works, and has been generally satisfactory. They have practically recovered from the loss by fire, having rebuilt, installed new machinery and increased the capacity generally.

WONDERFUL FEATS BY AMERICAN SEWING MACHINES.

Over 10,000 patents have been taken out on sewing machines. American sewing machines are now sold in every country in the world. They are used for all manner of purposes, for making boots and shoes, awnings, tents and sails, and some of them have an 18 foot bed. Some machines are made for sewing carpet and can sew as much carpet as 100 hand sewers. They are also used to make bags, corsets, hats, caps, gloves, mittens, pocketbooks, saddlery and harness.

THE RIGHT USE OF ADVERTISING MATTER.

Many a dealer who is sure he ought to advertise his store more and better, but who is concerned over the question of expense, should realize that aggressive manufacturers of widely-advertised specialties offer him excellent advertising in return for the slight effort of distributing it.

Some dealers who are not buying automobiles, and who wonder how their competitors can buy them, have under the counter or down cellar, packages of expensive printed matter that would increase their sales if it reached the hands of the right people.

It is advertising matter of a good quality, much of it, full of force and selling arguments and well illustrated. If handled properly it would not only sell the article that it talks about, but would bring people to the store who would not otherwise come.

A case in point is the experience of dealers with a clever new booklet furnished by the Enterprise Manufacturing Company of Pennsylvania, to promote sales of their line of household Food Chopper, under the title of "The Cook, Her Critic, and—"it gives valuable advice to young housekeepers and suggestive hints to older ones. Dealers are supplied free, and those who have made careful use of the booklet, putting copies into the right hands, have reaped a quick harvest of good sales.

The same Company furnishes free copies for distribution of their much-sought-for "Enterprising Housekeeper," which is held in high esteem because its recipes are economical and practical, unlike so many of the modern cook books.

If you are not getting the full benefit of these advertising aids write to the Company and get them at work for your store.

IDEAS AND PROJECTS IN GOD'S OUTDOORS.

Most men, says *The Business World*, are afraid to have an original thought. People laugh at them. It's not customary. They leave the great outdoors to poets and such folk. It's for them to translate nature to man. Just as if someone else's soul could be a substitute for yours. Nature doesn't talk for phonographs. You must find your own story and song in the great outdoors. You must work out your own salvation there. More ideas and projects are awaiting you in the land of God's outdoors than you can imagine as you sit now bounded by a pigeon-holed wall and a squeaky chairback.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

L. E. MACINTYRE, President.
A. P. MITCHELL, Secretary and Treasurer

HENRY HOPKINS, Editor.
J. W. PENTZ, Advertising Manager.

AUGUST 25, 1906

Editorial Trade Review

From all indications our remarkable crops, which are record crops, surpassing all that have preceded them, insure the prosperous condition of the country for another year of steady business and remunerative employment for all that are satisfied to work, and although there has been apprehension that something would happen that would unfavorably affect our agricultural resources through a failure in our production of cereal wealth, we have all fears put to rest with crops larger than the largest, and the farmer the king of the situation. With the largest wheat and corn crops on record to bank on for a year to come at least, we are fortunately blest in every respect.

The increasing volume of business is everywhere apparent in every market from which Hardware draws its supplies. In every quarter dealers are buying liberally for the season's trade without fear of the result. The beneficial effects of two years of agricultural prosperity such as we have known create an average amount of wealth which it is difficult to conceive let alone to realize. The improvements which a single year's prosperity felt the necessity for adding to our landed wealth is now made certain by the addition to resources and an increased acreage under cultivation will prove the benefit, insuring results that will continue conditions so flattering to our successful efforts. Most of the jobbers have already acted on the commercial impulses that inspire the healthful conditions of our future, and have ordered large stocks of goods on which they have grounded the hopes of the season's requirements, which, considering the large number of unfilled orders yet untouched, it is the part of wisdom to secure this advantage of early orders for Fall business and see that they are booked in season.

The advances in prices are not extravagant, although the firm and unyielding tone which any advances give the market cause an indefinable strength which characterizes quotations generally. Prices on the average range about as last year, with but little of change to report. Profits will be lighter on some goods, on account of advancing conditions in raw material, but as changes in quotations are deprecated some manufactures take chances. The mills on wire products have been operating to their capacity, but without the accumulation of surplus stocks. They are

doing their very best to deliver everything possible to avoid the possibility of a shortage in September.

The vacations may be said to have been finished, except possibly some of the bosses and the higher grade of rest-taking individuals; the attention paid to orders, mostly from travelers in their pick-up requisitions for immediate wants, is of the most industrious kind. The heavier stock orders of winter goods, while they are being corralled with avidity as usual, a little later date of delivery may be selected. All the orders are hurried to factory for all that can be shipped direct at specified dates in the future; for the dealers are demanding this disposition of their early stock orders to avoid the anticipated congestion of orders after September 1. There doesn't seem to be any danger of having overstocks of any kinds of goods this Fall at least. The trade generally while they order full quantities needed are by no means making them consist of speculative quantities.

LEADING ARTICLES OF EXPORTATION FROM THE UNITED STATES, FISCAL YEAR 1906.

The fact that the exports of domestic merchandise from the United States have doubled in the last ten years, coupled with the constant demand for information as to the articles in which that growth occurred, has led the Bureau of Statistics of the Department of Commerce and Labor to prepare a special table showing, in the order of magnitude, the principal factors in the export trade of the fiscal year ending June 30, 1906, to which is added, for comparative purposes, a column showing the exportations of the same articles in 1896.

The following table shows the value of the 32 leading classes of articles exported in 1896 and 1906, and includes 90 per cent. of the exports of last year, thus affording a ready means of tracing the elements of growth in our exports since 1896:

Exports of the United States, 1896 and 1906, in the order of magnitude in the latter year.

| Articles. | 1896 Dollars. | 1906 Dollars. |
|---------------------------------|------------------|------------------|
| Cotton, unmanufactured | 190,056,460 | 401,005,921 |
| Provisions | 131,503,590 | 210,990,065 |
| Iron and steel manufactures.... | 41,160,877 | 160,984,985 |
| Copper manufactures | 19,720,104 | 81,282,664 |
| Refined mineral oil | 56,261,567 | 77,025,196 |
| Corn | 37,836,862 | 62,061,856 |
| Flour | 52,025,217 | 59,106,869 |
| Cotton manufactures | 16,837,396 | 52,944,033 |
| Cattle | 34,560,672 | 42,081,170 |
| Leather, and manufactures of.. | 20,242,756 | 40,642,858 |
| Boards, joists, etc. | 10,477,792 | 29,197,534 |
| Tobacco, unmanufactured | 24,571,362 | 28,808,367 |
| Wheat | 39,709,868 | 28,757,517 |
| Agricultural implements | 5,176,775 | 24,554,427 |
| Oil cake and meal | 7,949,647 | 23,991,564 |
| Coal, bituminous | 4,928,816 | 18,494,054 |
| Chemicals and drugs | 9,063,358 | 18,331,974 |
| Oats | 3,497,611 | 16,234,918 |
| Vegetable oils | 6,097,022 | 15,906,031 |
| Timber | 7,372,030 | 15,393,396 |
| Fruits and nuts | 5,679,066 | 15,274,158 |
| Wood manufactures | 7,426,475 | 13,718,752 |
| Carriages, except cycles | 2,887,598 | 12,920,644 |
| Scientific instruments | 2,522,217 | 10,887,774 |
| Turpentine spirits | 4,613,811 | 10,077,268 |
| Naval stores, other | 4,229,753 | 9,998,317 |
| Coal, anthracite | 5,717,246 | 9,722,322 |
| Paper, and manufactures of | 2,713,875 | 9,536,065 |
| Paraffin and wax | 4,406,841 | 8,808,245 |
| Fertilizers | 4,400,593 | 8,686,965 |
| Fiber manufactures | 1,868,601 | 8,157,211 |
| Furs and fur skins | 3,800,168 | 8,002,282 |
| Fish | 5,448,758 | 7,559,178 |
| Mineral oil, crude | 6,121,836 | 7,016,131 |
| India rubber manufactures | 1,858,556 | 6,543,735 |
| Books, maps, etc. | 2,338,722 | 5,839,452 |
| Tobacco manufactures | 4,380,361 | 5,410,480 |
| All other articles | 73,736,228 | 151,999,004 |

Total domestic exports..... 863,200,487 1,717,953,382

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

INTEREST WAIVED BY ACCEPTING PRINCIPAL.

QUESTION.—I borrowed one hundred dollars without agreeing to pay any interest. After two years I paid back the principal which was accepted. Now the man who loaned me the money says he is entitled to interest on it and threatens to sue me for the interest. Must I pay it?

REPLY: If there is no agreement to pay interest, it is the rule in most of the States that by accepting the principal sum without demanding or claiming interest the creditor waives his right to claim interest on the debt. It follows that if your creditor accepted the one hundred dollars without reserving his right to claim interest, he lost any right which he may otherwise have had.

GUARANTOR RELEASED BY EXTENDING TIME OF PAYMENT.

QUESTION.—I guaranteed the payment of an account due June 1st. On that day the creditor without my knowledge or consent, in consideration of the debtor ordering and paying cash for a new bill of goods, extended payment on the account three months. Am I still liable if the debtor does not pay?

REPLY: We think not. The contract of a guarantor is a peculiar one. He is not ordinarily held liable beyond the precise terms of the obligation he has assumed. Any material change or alteration in the principal contract made without his consent, discharges him from liability altogether. This is true, even though the change cannot be shown to have been detrimental to his interests in any way. It follows that an agreement to extend the time of payment upon a debt, made upon a valid consideration and not consented to by the guarantor, releases him altogether from liability on his contract of guaranty.

BROKER—RIGHT TO COMMISSIONS.

QUESTION.—A broker is employed to sell a house and lot. After two months his authority is revoked. A month later the house and lot are sold to a person whom the broker interested in the property and with whom he was negotiating at the time he was dismissed. Can he claim commissions on the sale?

REPLY:—We think not; unless, perhaps, the broker's authority was terminated in bad faith and for the purpose of depriving him of his commissions. The law as settled by many recent decisions is, that to entitle a broker to commissions, he must procure a purchaser during the term of his employment; and that after a reasonable time, the principal may terminate his agency and right to commissions, unless this is done in bad faith for the purpose of depriving the agent of the fruits of his labor at the time that his labor is about to prove effectual. In other words, the broker must do what he is employed to do before his authority is terminated, and the only restriction upon the right of the principal to dismiss him, after allowing him a reasonable time to effect the sale, is that the principal must act in good faith and not merely for the purpose of defrauding the broker of his commissions.

WHEN OWNER OF LEASED PREMISES IS RESPONSIBLE FOR CONDITION OF STAIRWAYS.

QUESTION.—"A" leased a house to "B"; by the terms of the lease "B" agreed to keep it in repair. He did not, but allowed the front steps to get in such a rickety condition that they broke, so that a visitor fell through and was considerably injured. Is "A", the owner of the premises, responsible for the damage to the person who is injured?

REPLY: Prima facie it is the occupier of land, not the owner, who is responsible for nuisances thereon. Here the premises were being occupied by "B," the tenant, and he is the person prima facie responsible for their condition. The owner "A" would be responsible if, occupying the premises, he had allowed the steps to get in a dangerous condition; if he had leased the place with the nuisance thereon, although out of occupation; if he had leased the premises and agreed to keep them in repair, and omitted to repair, and thus they became a nuisance; or if he had leased apartments or rooms in the house, retaining control over

the stairways and exits. In all such cases, there is no dispute that the owner would be liable. But an owner who has leased premises for a term of years during which they become ruinous and thus a nuisance, is not responsible for the nuisance, unless he has covenanted to repair. Here the duty to make repairs was cast upon the tenant, and the person injured must look to him for legal redress.

THE NEW POSTAGE RATES.

The Department of Commerce and Labor performs a distinguished service by going somewhat out of its regular channels of activity to call attention, through the consular reports, to a misunderstanding which apparently exists in business circles in regard to the new rates of foreign postage, which were agreed upon by the Universal Postal Congress at its recent session in Rome.

In the first place, attention needs to be called to the fact that this new arrangement will not go into effect until October 1, 1907. As to new rates, it should be pointed out that the new international prepaid letter rate is to be five cents for the first 20 grams, and three cents for each additional 20 grams. In countries where the metric system is not used, one ounce avoirdupois is to be regarded as equal to 20 grams, so that it will be possible under the new arrangement to mail a letter weighing one ounce from this country to any other country for five cents, constituting a reduction of exactly one-half from the present rate. The charge for a letter weighing two ounces will be only eight cents. The change applies only to first-class mail.

Although the new schedule will save much money for thousands of concerns when it is finished in effect, it is a trifle early for exporters and others to begin to take notice of this saving in their expense accounts, a point which, according to the post-office authorities, has been overlooked by not a few concerns. —N. Y. Commercial.

WYETH HARDWARE & MFG. CO.'S CATALOGUE

Wyeth Hardware & Mfg. Co., St. Joseph, Mo., have recently distributed to their customers a full and complete catalogue of general Hardware, which contains 1,500 pages 11 $\frac{3}{4}$ x 12 inches in size, and in addition 37 pages of approximate prices which apply to every item exhibited in this large catalogue. The book is unusually well printed on an excellent quality of paper for the purpose, and is arranged in a concise and convenient manner, having heavy and substantial covers of the loose-leaf style, by the aid of which any additional pages can be subsequently added with the usual convenience, and is thoroughly indexed, the Index covering 34 pages. The edition consists of 5,000 copies, and the catalogue shows an abundance of care in its compilation and completeness which is a credit to the catalogue compiler and his assistants, who had the work in hand, and who did full justice to their opportunities. The contents are arranged under several heads or departments, as follows:

- No. 1.—Mechanics' Tools, Pages 1 to 170.
- No. 2.—Farming and Lawn Tools, Pages 171 to 246.
- No. 3.—Builders' Hardware, Pages 247 to 552.
- No. 4.—Miscellaneous Hardware, Pages 553 to 712.
- No. 5.—Paints, Brushes and Household Goods, Pages 713 to 924.
- No. 6.—Enameled, Nickel Plated Copper, Japanned, Galvanized, Pieced and Stamped Wares, Pages 925 to 996.
- No. 7.—Tinnerns' Trimmings and Supplies, Pages 997 to 1022.
- No. 8.—Cutlery, Pages 1023 to 1286.
- No. 9.—Sporting Goods, Bicycles and Fishing Tackle, Pages 1287 to 1501.

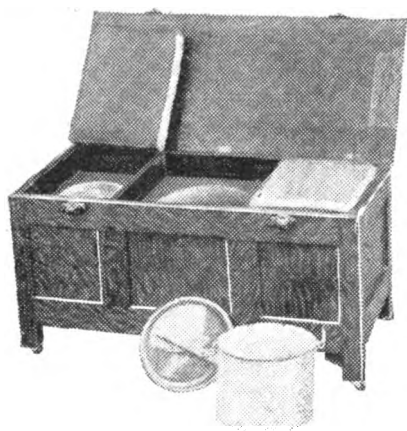
The feature of giving approximate prices is intended to assist the dealer in selling any goods mentioned, and which he may not carry in stock, and which informs him as to competing prices, so that he need not go widely astray. This will be availed of generally by the customer who receives it, and be the means of selling a lot of unfamiliar goods and extend knowledge and give confidence in making sales. This company has been established nearly fifty years, and do a large and extensive business, the main store and offices of which are now located at 609-625 N. 2nd Street; the harness factory at 302-314 N. 2nd Street; the collar factory at 221-223 N. 2nd Street and the warehouse at 709-715 N. 3rd Street.

CHICAGO SPECIAL TRAIN TO ATLANTIC CITY.

A special train will be run from Chicago to Atlantic City in connection with the annual conventions of the American Hardware Manufacturers' Association and National Hardware Association, October 17, 18 and 19, at the Malborough-Blenheim. The special will leave the Union Station, Chicago, on Monday, October 15, at 3 p. m., and is due to arrive at Atlantic City at about 4.30 p. m. on the following day. The arrangements for the train are under the efficient charge of W. H. Bennett, room 403, 40 Dearborn Street, Chicago, who will be pleased to hear promptly from those who desire reservation made for them.

CALORIG-FIRELESS COOKSTOVE.

The Caloric Fireless Cookstove Co., Grand Rapids, Mich., are manufacturing the Caloric Fireless Cookstove, which is based on the scientific fact that save in hermetically sealed vessels it is impossible to raise the temperature of boiling foods above 212 degrees Fahrenheit, no matter how much gas or fuel is consumed under the vessel. The principle of the Caloric Air Tight Cook Stove is to retain the heat generated in an ordinary wood, coal, gas or oil stove in the scientifically insulated cabinet, or "cooking stove," as the manufacturers call it. The food desired to be cooked is first prepared in the ordinary manner, and placed in the vessels with which the cabinet is equipped. It is then brought to a boil for a few moments on an ordinary stove, the cover of the vessel—a patented revolving bar-lock affair—is clamped down and the vessel is quickly placed in the cooking cabinet and closed. The vessels fit closely in holes or pockets in the cabinet, and are tightly surrounded to a width of two inches on all sides, top and bottom, by the best known non-conductor of heat, a thoroughly hygienic and scientific preparation. The surrounding atmosphere being unable to reach the interior of the vessels, the temperature is not lowered, and the food continues to cook until it is thoroughly and evenly done through and through, requiring about twice the time that would be required on an ordinary flame stove. But inasmuch as there is absolutely no consumption of fuel or gas and the cooking cabinet requires no further attention, the added time is far from a drawback. Furthermore, the food is not affected by a much longer stay in the cabinet, contrary to cooking on the open flames, inasmuch as there is no loss through



CALORIC FIRELESS COOKSTOVE.

evaporation. The Caloric Fireless Cookstove is furnished complete, each one with three vessels of the finest German make of enameled ware, of extra heavy gauge, each one equipped with a patent revolving bar-lock cover, which practically hermetically seals the vessels, a very necessary feature, which can be obtained only by the use of the Caloric vessels. The revolving bar-lock cover also furnishes a convenient handle for lifting the vessels in and out of the stove. Failure in cooking any article of food in the Caloric Cookstove is absolutely impossible if the directions are followed. There can be no over-cooking or under-cooking, no burned or scorched foods, no dry and tasteless dishes. The heavy cooking of the day, it is claimed, may be done in the morning, and the food be ready for serving, hot, without further attention of any kind. The breakfast may be prepared the night before, and found deliciously cooked and hot, ready for serving the next morning. The coffee does not lose its taste or finest aroma, even when kept hot for a period of twelve hours. In size it is 36 inches long, 15 inches wide and 17 inches high. It is made of quarter-sawn oak, weathered or golden finish, is cast-iron and forms an attractive addition to any kitchen. The oak is thoroughly and specially seasoned, and the insulating material is the best-known non-conductor of heat, thoroughly sanitary and durable. Everything cooked in the Caloric is better and more thoroughly cooked by this slow and fireless method than can be produced in any other way, without any shrinkage of meats, with the full flavor and all juices retained, and in the case of fruits and vegetables without any scorching, and all these articles come out of the Caloric in perfect form.

Chicago sends out a story about a Chicago dog license tag being found in a can of pressed meat. We have become accustomed to hearing about dogs disappearing around butcher shops, in a mysterious manner, and have even heard hints about their getting into the sausage, but we always supposed they were skinned and the collar taken off first.

OTHERS ATE HIS PIE.

BY FRED A. GANNON.

In Pushtown, Pokalong kept a Hardware store. He didn't advertise, "because," said he, "people know I've Hardware to sell, and if they want it they'll come to me after it." He didn't read his trade papers for new ideas, and he put in no new lines to catch trade, "because," said he, "if people want any new things they'll ask for them." So he sat on his doorstep in Summer, and by his salamander stove in Winter, waiting for people to come in and ask for things. Needless to say, he wore out no pens figuring up his bank account.

Now in Pushtown there are many enterprising men and firms, and this is what they did to Pokalong.

First, Graball & Co., who run the department store, said one day: "Nobody is pushing tools and nails in this town; let's try a line." Forthwith, they bought a job lot of tools, and a few kegs of nails, and put a screamer of an "ad." in the daily paper about their new "Hardware department," with bargains as inviting to pickers as oranges in a California grove.

"Humph, they'll get sick of selling goods at those prices before long," grunted Pokalong. But a score of his customers went over and picked up bargains at Graball's store.

Next, The Renovator Co., "Artistic House Painters, Decorators and Paper Hangers," had a private conference in their back shop and said: "Business is getting slack in our line, because people are doing their own painting and paper hanging; but let's get a share of their trade. We can sell them paints, pastes and brushes." At once they laid in a stock of new and well advertised paints, and inserted a card in the daily paper announcing their new enterprise.

"Humph," said Pokalong, "They'll find in about a week that they had better have stuck to their trade. There ain't much call for paints and brushes in this town." But people went to the Renovator Co. and bought them.

Pills & Pelletts ran a drug store. Said Pills to Pelletts one day: "This town is too healthy for our business." Said Pelletts: "Let's help it boom. We'll put in a line of advertised safety razors, so that every man can shave in a jiffy and save time for his business." Forthwith, they put in a line of Safeties, and advertised the fact. Then people who had bought old-fashioned blades at Pokalong's cursed him roundly, and hurried to Pills & Pelletts for the new lightning shavers. And Pills & Pelletts concluded that if they could sell razors, they could likewise sell pocket knives, nail clippers and other little devices of which a man is often in need.

Hay & Grain decided to make a stronger bid than ever for the farm trade, so they put in a line of new seeds one Spring, and advertised them. And the farmers who used to go to Pokalong began to hitch their horses in front of Hay & Grain's establishment.

Then Young Hustle laid on the last straw that broke the camel's back, and sunk Pokalong's elysium. Said Hustle: "Everybody is biting a piece out of the pie while Pokalong slumbers. I'm going to make a pie for myself, and I'll take care to get the biggest share of it myself, too." So he resigned his place as head clerk and bookkeeper for Pokalong, and started a store of his own, full of live goods. It didn't take him many days, nor much advertising space in the newspapers, to get the people of Pushtown talking about his store, for he told them in a few simple words of the goods in his store that they might want; standard tools, new ideas in tools, the latest style fittings for doors and windows, new patterns in table cutlery, new washing machines, new mop wringers, and a host of other things.

Said he: "People of Pushtown didn't know that a Hardware store keeps a hundred and one articles that saves time and money in the shop, store and home, and makes life happier, and I've got to educate them up to it. I teach by advertising. An army of men wouldn't have known about safety razors, and a host of women wouldn't have known about washing machines, if it hadn't been for advertising. So I'm an advertiser, and I read trade papers to get new ideas and new goods to talk about."

For a while, Pokalong continued to insist that if people wanted Hardware they would come to his store to get it, but one day, his creditors had to close him up. When he saw his stock disappear in about twenty-four hours at a well advertised sheriff's sale, he woke up to the possibilities of advertising, and he reformed. He started in business again, kept pushing new ideas, especially by advertising them, and he prospered.

Money is made as it is moved along, and advertising is the power that keeps it circulating.

General, abstract truth is the most precious of all blessings; without it man is blind; it is the eye of reason.—ROSSEAU.

MICHIGAN RETAIL HARDWARE ASSOCIATION

The twelfth annual convention of the Michigan Retail Hardware Association was held at the Hotel Cadillac, Detroit, August 8, 9 and 10, the increased membership now amounting to 684, 163 new members having added their names to the roll previous to and during this convention.

The display of goods of the manufacturers and jobbers was on a larger and more profuse scale than ever before, only circumscribed by the accommodations afforded by the Hotel Cadillac where they were all exhibited.

The assembled delegates were so warmly welcomed to Detroit on this occasion that they decided to accept the invitation to meet there again next year. The convention devoted two days to business and one day to sight-seeing, when an opportunity was given them to visit local jobbing and manufacturing establishments, and in the afternoon and evening they were taken for a river and lake ride to Bois Blank Park, where they were served with supper.

Over 300 members, many accompanied by their families and clerks, were present, and honorary memberships were granted to 200 salesmen and manufacturers.

CONVENTION COMMITTEES.

Following the morning meeting of the Executive Committee the opening session was held in the large assembly hall of the Cadillac on Wednesday afternoon. Hon. George P. Codd, mayor of the city, welcomed the members with an eloquent address and response was made by J. H. Whitney, president of the Association. The president then announced the appointment of the following committees and convention officers:

CREDENTIALS: S. S. Boyce, Port Huron; Walter W. Caple, Alma; J. J. Vander Meer, Grand Rapids.

CONSTITUTION AND BY-LAWS: Paul E. Dunham, Lansing; A. G. Schoeneburg, Saginaw; O. H. Gale, Albion.

RESOLUTIONS: M. W. Callaghan, Reed City; A. Harshaw, Delray; I. Lee Traux, Bennington.

QUESTION BOX: P. A. Wright, Holly; D. L. Whitenock, Tecumseh; R. G. Ferguson, Sault Ste. Marie.

PRESS: C. E. De Clements, Detroit; F. C. Goddegree, Bay City; Fred Ireland, Belding.

AUDITING: George P. Griffin, Albion; S. W. Winchester, Jackson; John Popp, Saginaw.

NOMINATIONS: J. G. Sperry, Port Huron; C. M. Alden, Grand Rapids; Frank Brockett, Battle Creek; R. M. Porter, Williamston; Chas. Rounds, Yale.

LEGISLATION: C. L. Glasgow, Nashville; A. Harshaw, Delray; W. E. Bosley, Marshall.

H. G. Mulholland, Potterville, was appointed sergeant-at-arms.

PRESIDENT WHITNEY'S ADDRESS.

After the reading of the minutes of the last meeting by Secretary A. J. Scott, Marine City, President J. H. Whitney, Merrill, delivered an able address, which comprehensively reviewed the work of the year, in part, as follows:

When we take a retrospective view of the many changes that have taken place in the commercial world since our organization, we are filled with wonder and surprise and marvel as to what the future has in store for us. The epoch through which we have just passed will long be remembered for the rapid strides that have been made in the commercial world. It is a condition that confronts us, as to what the results of this remarkable growth will be. The success of a nation depends upon the prosperity and intelligence of its people. No nation enjoys such universal peace and prosperity as does ours at the present time. Yet we cannot look into the future without serious apprehension. The combination of capital, the formation of trusts and the tendency of doing things on a gigantic scale, all of which is the result of our continued prosperity, makes it imperative upon us to adjust ourselves to the conditions that confront us, that we may be able to keep pace in the march of progress and not fall by the wayside.

The past year has been the most notable one, in many respects in our history. Greater efforts have been made to influence legislation than ever before, and but for the powerful influence of the great trade associations, the chief of which is the National Retail Hardware Association, we would to-day be confronted with parcels post and post check and the consolidation of third and fourth class mail matter, the adoption of which would have been a serious blow to the retail interests of the country.

But our labors are by no means ended. I believe them to be but just begun. I will give you an extract from a letter that I received from a member of the Committee on Post Offices and Post Roads in the House which, I think, is very pertinent and,

in my judgment, merits the careful consideration of every person to whose attention it is called:

I do not think any of these bills will be passed at the present session of Congress. I give you warning, however, that strong influences are behind these bills and are pushing, not only the Post Check bill and the consolidation of third and fourth class mail matter, but also a radical Parcels Post bill.

The farmers everywhere are lining up in favor of all these propositions. Unless the retail merchants, the jobbers and other kindred interests, by an organized effort, through the country press and otherwise, present satisfactory reasons why these measures would not be in the interest of the farmers, Congress will in time be compelled to pass them.

The farmers through the Grange and agricultural publications are being lined up strongly in favor of these measures. Unless you reach these people through the press with logical and convincing arguments your cause will be lost, in my judgment, in the near future.

The sentiments expressed in this letter, to my mind, demonstrate the true situation of the conditions as existing at the present time. It is necessary, then, for us to renew our efforts and continue the fight if we would not have our business taken from us and scattered to the four winds.

Our success as merchants depends solely upon our individual efforts in the community in which we live. If we would be successful we must be alive to the needs of the hour and keep in touch with improved and modern methods. It is necessary that we retain our membership in the Association, and to promote its growth and endeavor to induce every legitimate Hardware dealer in the State to become a member. During this age of combinations of capital and merging of interests it is necessary for us to do this, that we may be better enabled to combat the evils that arise, as this can be done only by earnest, united effort. The experiences of the past year prove to us conclusively the wisdom of successful organization and co-operation.

While our membership has not increased in numbers during the past year as much as it has in some of the years gone by, yet we have had a very substantial growth and at the present time are stronger than ever. We have a membership that is loyal, and one which has a strong fraternal spirit, thus insuring to us beneficial results that will be permanent and everlasting. Let us devote our best energies and thought to the business we have in hand, and when the work of the convention is completed let us feel that the time has been profitably spent and that we will go to our several homes feeling well repaid, realizing that we will be better enabled to perform the work which is before us during the coming year.

REPORT OF TREASURER.

The report of Henry C. Weber, treasurer, showed the Association to be in a strong condition financially, the receipts for the year amounting to \$5,139.28 and expenditures \$3,507.99, leaving a balance of \$1,631.29.

REPORT OF SECRETARY.

Secretary A. J. Scott then reviewed the year's work of his office, his report being in part as follows:

We have had to depend entirely this year upon our members, both active and honorary, to get in those who did not belong to the Association, and the following in figures will show you that by putting our shoulders to the wheel we have made a most creditable record. The traveling men who have gone out of their way to put in a word for the Association and have brought in a large number of the applications received are entitled to particular credit for their assistance, and I hope that we may have their continued support in this work. In my report a year ago it was shown that we had 546 members. Of these 18 are either dead or have gone out of business and 7 have resigned, leaving 521 of our old members still on our list.

We took in 23 new members at Saginaw, have received 33 applications by mail, 4 through the influence of the Minnesota Insurance Company, and have secured 56 applications through the work of our friends, the traveling men, while C. F. Lewis of Pentwater brought in two of his neighboring Hardware dealers, making a total of 118 new members and a present membership of 639. [As a result of many accessions during the convention the membership is now 684, as noted elsewhere.]

Coincident with the above growth in our own Association we have found similar conditions existing in all other State Associations affiliated with our National Association, and there are unfortunately a few interests which are becoming unnecessarily alarmed at this great increase in the strength of the organization movement. They are even now trying to cast odium upon the officers of our National Association in an effort to discredit in the minds of the Hardware dealers the good work which these estimable men have been doing in our interests during the past

few years. False and misleading statements have been made and circulated, to the effect that the members of the different State Associations are resigning because they fear the effects of a couple of lawsuits entered against the National officers by those who are trying to disrupt the organization. In view of the figures which you have just heard read, showing a steady growth in members, our traducers seem to have used very poor judgment in selecting a point of attack.

* * * * *

I believe it would surprise even those who have the fullest faith in the ability of the organization to correct trade evils to learn of the widespread desire upon the part of manufacturers and jobbers to help us keep trade in its proper channels. If we had shown any disposition to ask for anything unreasonable I believe that we would have been unable to accomplish what has been done, but requests have always been made with due respect to the interests of the manufacturer and the wholesaler, and our members have shown a keen sense of justice in the complaints which they have brought in. In most cases we have been able to effect satisfactory settlements without resorting to any but the most peaceful methods, and in very few cases has there been any unpleasantness in our work of adjusting these matters.

"FIXED RETAIL PRICES ON STANDARD GOODS AND THEIR EFFECT"

was the subject of an able paper read by O. J. Darling, secretary of the Detroit Retail Hardware Merchants' Association. The topic was discussed at length, and the consensus of opinion was favorable to the maintenance of fixed prices on the so-called standard lines. Henry C. Weber stated that whatever measure of success he may have achieved in business was not so much due to holding to fixed prices on standard lines as to making all his goods standard by standing back of their quality.

It was suggested by E. M. Bush, president of the National Retail Hardware Association, that the price established by well-known manufacturers was usually the minimum at which they should be sold, but he added that the merchant could not be prevented from securing a higher price if he could do so, especially on goods realizing only a small profit.

C. A. PECK'S ADDRESS.

C. A. Peck, Berlin, Wis., secretary of the Wisconsin Retail Hardware Association and also of the Hardware Mutual Insurance Co., conducted under the auspices of the Association, made an interesting and forceful address, in which he touched on the economy of mutual insurance as offered by the Wisconsin company, and those of other States. Mr. Peck also referred to the benefits resulting from the formation of strong State Hardware Associations.

H. L. McNamara, Janesville, Wis., a member of the Executive Committee of the National Retail Hardware Association, spoke briefly, and the Wednesday afternoon session closed with the presentation of a paper, entitled

"OUR FRIENDS THE JOBBERS AND THEIR SALESMEN,"
by C. J. Kastenbergh of Greenville, in part as follows:

* * * * *

The success of the jobber depends upon the success of the retailer just as much as our success depends upon the success of our customer, and you all know to what extremes we will go to help a customer and what interest we take in his success.

The same is true of the jobber; he is ever watchful of the retailer's interests and ever ready to lend him a helping hand when the need of it is shown. Let us never forget this when we are tempted to criticize the jobber for apparent neglect in filling our orders, and let us throw over some of his shortcomings the mantle of charity. It often occurs that we are a party to the offense.

If we made our orders plainer we would have less cause to complain because the jobber did not fill them exactly as intended. Many orders sent to the jobber leave much to be guessed at, and it is surprising they make as few mistakes as they do.

During the busy seasons some jobbers' orders from salesmen and the mails can be numbered, not by the dozen, but by the hundreds in a single day, and to interpret and fill all of these correctly means much effort and does not leave much time for guessing. It behooves us therefore to make our orders so plain that guesswork will not be necessary. If you are tempted to specify on your order an item, "same as last," don't do it, as there may be 99 others doing the same thing that day, and if yours is properly specified you are guaranteed prompt shipment.

* * * * *

It is to our interest to treat the traveling salesman courteously at all times, because he is in a position where we can learn much from him. With his varied experience he can often place us in position to overcome obstacles that present themselves, and if we will stand by him he may do us a good turn when we least expect it. It is he who is the go-between between the jobber and the retailer. It is he who takes our part in a controversy with his house and rights our wrongs through his influence.

The traveling salesman's capital is the trade he controls, and that he controls a good portion of the trade he calls on none of

us will deny. By being ever watchful of his customer's interests he makes himself more secure of his position. He is entitled to our respect and consideration, and we must not consider him impertinent if he demands it. His employer sends him out as his representative and he is entitled to the same respect that would be shown the head of the house. His time is valuable and may be limited, but he is always willing to give us any assistance he can. Give the salesman credit for understanding his business. If you have confidence in him do not argue and try to beat him down on every price he makes. Trust him as you wish your customer to trust you. If you have no confidence in him don't buy of him.

A talk on

"HOW TO SELL STOVES"

by W. T. Leckie, representative of the Estate of P. D. Beckwith, Dowagiac, Mich., opened the Thursday morning session. His remarks were cogent and thoughtful and full of experience in the various details of business.

NATIONAL PRESIDENT'S ADDRESS.

E. M. Bush, Evansville, Ind., president of the National Association, outlined the work that is being carried on by that body, and referred to the increasing membership in nearly all States as indicative of the widening influence of the organization movement in the retail Hardware trade of the country. He reported that the Illinois Association has had a remarkable growth this year, more than 1,000 members being enrolled according to the latest advices he received.

ADDRESS OF W. P. BOGARDUS.

The address of W. P. Bogardus, Mount Vernon, Ohio, former president of the National Association, was frequently interrupted with applause. He spoke in part as follows:

It has seemed to me to be wise to discuss for a short time the relation that we as retail business men bear to the communities in which we live and to the public generally. I think it will be readily conceded that business men are in somewhat closer touch with the consuming public than any other class. The mere fact that we are constantly catering to their wants and studying their needs naturally brings us into a relation with the consumer that should need confidence on both sides. With this close relation comes of necessity a responsibility that cannot be ignored or avoided—the obligation to deal fairly and justly with all who come to patronize us. A business to be successful must inspire confidence. Your patrons must feel that what you say is true and what you do is fair. Now if that rule applies to the retail trade why should it not apply to all other branches of business?

* * * * *

The American people are true at heart, and they are ready to stand by those who demand fair play and equal justice to all. It has been by favoritism that these great corporations have been built up. It will be by fair play and equal justice that their power for evil will be taken from them. When railroads have no favored shippers, when manufacturers have no favored customers, when one man's money will buy as much as another man's, then we can hope for better times.

The work of the Associations since their inception has simply been a plea for fair play. That something has been accomplished is very evident to all. That our plea will finally receive due consideration I have no doubt.

* * * * *

In the modern idea of consolidation the basic fact is that organization is for the purpose of breaking down competition. Not so much to reduce the price to the consumer, although they always say that in their prospectus, as to enable the consolidation to raise the price so as to make a larger showing of profit with the avowed purpose of issuing more stock.

An organization that looks to the elimination of competition with the hope that in so doing the profits can be made greater is not for the good of the community. They are a menace to business of every kind. They do not benefit the consumer by lowering prices. They do not help the laborer by increasing his wages. They only help a few who manipulate the stock for their own private gain regardless of all others.

* * * * *

Good healthy competition is good for any business. A monopoly tends to greed. To have a cut and slash price competition means simply that those who cut prices do it with the hope of buying up trade, and it generally ends up in failure of those who do it or in the substitution of inferior goods and a misrepresentation of the goods offered for sale.

The most serious problem the retail trade of the country has to solve is the catalogue house question. The man who says that it is of minor importance, and is not hurting him, that he can meet all the prices, and that he is not losing any trade, is simply asleep. Let him go to his railroad depot with his eyes open, or visit the express offices, or make a little quiet investigation at the post office and he will awake to some very unpleasant information.

* * * * *

We hear a good deal about fair play and an equal chance for all. But it is not fair play nor an equal chance when any class is favored to the exclusion of any other class.

"THE NATIONAL HARDWARE ASSOCIATION OF THE UNITED STATES; HOW CAN IT BEST CO-OPERATE WITH THE RETAIL MERCHANTS OF THE COUNTRY,"

was the topic of an address delivered by T. James Fernley, Philadelphia, secretary of the National Hardware Association, in part as follows:

In many instances manufacturers state that the catalogue houses sell some of their most profitable goods, goods indeed which the retail merchant does not carry in stock. We fear that possibly there may be some truth in this statement. If so, is it not wise for the retail merchants of the country to take the position that no goods can be made too fine for them to carry in stock?

Surely if the catalogue houses through a very poorly executed illustration can induce a consumer to purchase a high priced article the retail merchant should have no difficulty in selling the same article when showing it personally to his customer.

It is generally conceded that the co-operation of the jobbers of the country is essential; this being the case is it not fair to suggest that the retail merchant of the country should to a greater extent support the jobbers from whom he purchases? We know of so many instances where the retailer has been induced to buy from the manufacturer direct, generally purchasing an abnormally large quantity of a given line of goods and frequently paying the manufacturer as high if not a higher price than would have been charged by the jobber.

We are in a business which requires no small amount of ability. We believe that the average Hardwareman is a little bit more intelligent than his fellow merchant in other lines of business.

He is compelled to have his store open to meet the mechanic and supply his demands for tools before the hour of labor in the morning. He must be prepared to meet the housewife who finds during the day that she needs some household or cooking utensils. And in the evening he must be prepared to again meet the mechanic, who has ascertained that some of the tools with which he started to work in the morning need renewal. Indeed the Hardwareman above all others must be diligent in his business. We think that he who said, "Seest thou a man diligent in business, he shall stand before kings," must have had in mind the Hardware merchant. He it is indeed who should stand before kings and he has little time for anything else, while those who are engaged in other lines may have time to sit behind kings, queens and jacks.

I want again to assure you of the great pleasure it has given me to meet you and to state that it will always be the pleasure of the National Hardware Association of the United States to co-operate with the retail merchants of the country, who are their friends and customers and upon whom they must rely for support.

I sincerely hope that the time will never come when there shall be any divergence of our paths, but as each organization grows in strength may we find our paths coming closer and closer together.

M. W. Callaghan, Reed City, spoke extempore on

"WHAT IT ALL MEANS."

Mr. Callaghan pointed out that if the Hardware merchant is faithful to the loyal manufacturer, the legitimate jobber and the country newspaper he will do more for himself than by following any other line of policy.

GREETINGS FROM MANUFACTURERS' ASSOCIATION.

W. H. Bennett, Chicago, representing the American Hardware Manufacturers' Association, conveyed fraternal greetings from that organization, and spoke in part as follows:

The manufacturer is willing at all times to help the retailer, and the American Hardware Manufacturers' Association is ready to do everything in its power to create and bring about pleasant relations between the manufacturer and retailer. The manufacturer of standard brands of goods expends money and devotes his time to demonstrating his wares and creating a demand for them, and the jobber and retailer should be awake to do their part to distribute these wares and thereby make a profit—they should be loyal to the manufacturer of goods who has been loyal to them.

By an interchange of views and concert of action you have done much to correct evils and to minimize competition, as well as to improve conditions generally, and not only for your own individual members, but for the trade at large. Furthermore, you have doubtless learned that an enlarged acquaintanceship among others in your line of work, and a free interchange of views on questions pertaining to the competition, bring both pleasure and profit.

Competitors in business generally misunderstand each other, and nearly always each is ready to attribute unholy motives to the other fellow without thoughtful consideration or investigation of any kind.

Honest, fair competition really is not competition at all—but

legitimate business. The great trouble is that we have come to misunderstand the word competition, and confuse it with throat cutting. Competition has become throat cutting, and that is not the life but death of trade. Price agreements—if not carried to criminal ends—are legitimate and fair to all.

An invitation to be present during the deliberations of the Illinois Retail Hardware Association in Chicago next February, a prominent feature of which will be a Hardware Show in the Coliseum, was extended by G. R. Lott of that city.

Deliberations closed with an executive session on Thursday afternoon, which was devoted to the consideration of committee reports and the discussion of problems propounded in the "Question Box."

A paper entitled

"EVERY-DAY PAINT,"

written by C. B. Heckel, secretary of the Paint Grinders' Association of America, was read by F. R. Dougall of the Acme White Lead and Color Works, Detroit, at the opening of the afternoon meeting.

RESOLUTIONS.

The report of the Committee on Resolutions was unanimously adopted.

ELECTION OF OFFICERS.

The following officers were elected for the ensuing year:

President, E. B. Standart, Holland.
Vice-President, Charles M. Alden, Grand Rapids.
Secretary, A. J. Scott, Marine City.
Treasurer, Henry C. Weber, Detroit.

Members of the Executive Committee to serve two years: J. H. Whitney, Merrill; J. G. Patterson, Detroit; F. M. Brockett, Battle Creek; E. S. Roe, Buchanan. To fill vacancies on this committee to serve one year: P. A. Wright, Holly; M. A. Benson, Saranac.

The president and secretary, together with four delegates that the former has been empowered to appoint, will represent the association at the convention of the National organization to be held in Boston in March, 1907.

The admission of salesmen and manufacturers affiliated with the Hardware trade to honorary membership upon the payment of a nominal fee of \$1 is a feature that has been adopted by the Michigan Association. This enrollment during the meeting numbered over 200.

The entertainment features were on an elaborate scale, and included a visit to Electric Park on Thursday night, as guests of the Association and a boat ride and supper at Bois Blank Park Friday afternoon and evening. The steamer Pleasure, with nearly 1,000 on board, cast off her lines from the foot of Woodward Avenue at 2 o'clock, and the trip up the Detroit River gave the visitors an opportunity of viewing the many plants of the diversified manufacturing interests which dot the American shore. A vaudeville performance was given en route in the main saloon. An excellent supper was served at the Bois Blank cafe, located on the Island of that name.

The Reception Committee of Detroit Hardware manufacturers, jobbers and retailers on the trip was made up as follows: J. M. Anderson, J. Frank Boydell, James Brown, W. J. Burton, F. H. Conant, W. T. Collard, D. T. Crowley, H. J. Dobson, Edgar Elliott, Edward Frohlich, J. H. Hatt, W. F. Heming, Albert Kern, Fred. Mason, George H. Hill, W. L. Hill, C. A. Kaichen, J. F. Monaghan, M. J. Reilly, R. E. Rogers, J. M. Thurber, P. S. Weeks, J. A. Whiting, W. B. Wood and L. B. Young.

Representation from the National Association and other affiliated trade organizations was unusually heavy, and included W. H. Bennett, Chicago, representing the American Hardware Manufacturers' Association; T. James Fernley, Philadelphia, secretary of the National Hardware Association; W. P. Bogardus, Mount Vernon, Ohio, and E. M. Bush, Evansville, Ind., the former chief executive and the present incumbent of that office of the National Retail Hardware Association; H. L. McNamara, Janesville, Wis., and G. R. Lott, Chicago, members of the Executive Committee of the National Retail Hardware Association, and C. A. Peck, Berlin, Wis., secretary of the Wisconsin Retail Hardware Association.

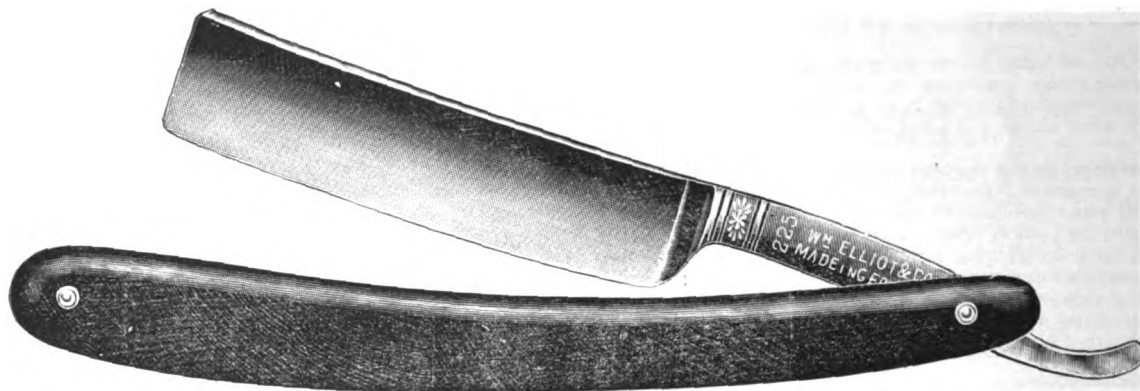
WHAT LABOR DOES; WHAT LUCK DOES NOT.

Luck, wrote Cobden, is ever waiting for something to turn up; labor, with keen eyes and strong will, will turn up something. Luck lies in bed, and wishes the postman would bring him the news of a legacy; labor turns out at six o'clock, and with busy pen or ringing hammer lays the foundation of a competence. Luck whines, labor whistles. Luck relies on chance, labor, on character.

CATALOGUE OF WM. ELLIOT & CO.'S RAZORS.

We understand from Adolph Strauss & Co., sole agents for "Elliot" razors, for the Western Hemisphere, that the enormous demand for "Elliot" razors necessitated their issuing a complete catalogue of the goods. It is the largest exclusive razor catalogue ever compiled. "Elliot" razors are an old well known make, having been on the market a great number of years. They are made of the finest English steel, highly and correctly tempered, hollow ground and concaved, and finished by the most efficient German cutlers. With proper care and use, the razors

with the usual working of the window, screen or curtain; can be adapted to old buildings as well as new; prevents dangerous draughts, the fresh air being carried to the top of the room; has a greater capacity than any other window ventilator; is capable of the greatest possible variation from the minimum to the maximum, and can be easily regulated to meet all atmospheric conditions. The Ideal Ventilator is especially adapted to business offices, where, if the desk be near the window, as is usual, the latter cannot be opened without fear of annoying and injurious draughts of air or of disturbance of papers, which are liable to

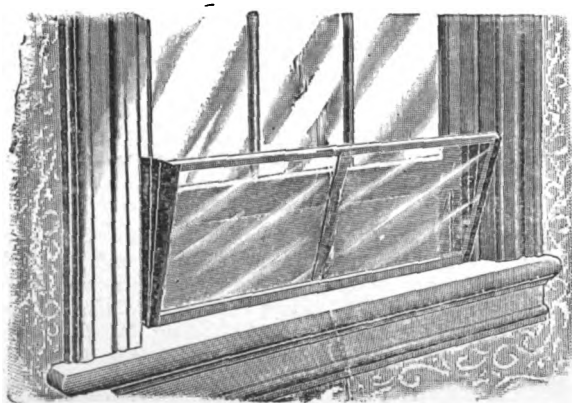


WILLIAM ELLIOTT & CO.'S RAZOR NO. 225.

will last a life time. In addition to the finest grade of English steel used in the construction of the razors, the handles are superbly and artistically designed. They come in rubber, celluloid, bone and ivory, with handpainted, pearl inlaid and silver inlaid ornamentations. The beautiful etchings on the blade of the various numbers of the line are quite a valuable and attractive feature. Wm. Elliott & Co. Razors have received the strongest kind of endorsement from men in every walk of life. The agents say, to their knowledge, there has never been a dissatisfied purchaser. The razors are sold under a strict guarantee to be exactly as represented and no one takes any risk in buying or selling them. The "Elliot" catalogue will be cheerfully sent to anybody desiring a copy. Address Adolph Strauss & Co., sole agents, 412 Broadway, New York City.

THE IDEAL VENTILATOR.

The Ideal Ventilator Co., 338 Weybosset Street, Providence, R. I., are the makers of the Ideal Ventilator which we illustrate herewith. It consists of a patented device for producing fresh air in a room without experiencing any ill effects from its operation. Ideal Ventilators are made of glass enclosed in wood or metal frame, and fit any ordinary window, placed in brackets adjustable to 20 degrees deflection; or can be placed parallel



THE IDEAL VENTILATOR.

with the window, and can be attached or removed without causing any defacement of the window sash or frame. Being placed at the above angle causes the fresh incoming air to be deflected toward the center of the ceiling, where it meets the warmer air, with which it becomes thoroughly mixed. In this way a good circulation is produced without subjecting persons in the room to draughts. Among the numerous advantages claimed by the use of this Ventilator, may be mentioned the following: It does not cut off light from the room; is easily attached or removed without defacement of casings; in no way interferes

be blown about. This Ventilator is an invaluable addition to the furnishings of the draughting-room of the architect, civil engineer and the designer of machinery. A perfectly free movement of the air may be enjoyed in summer days without fear of disturbance of papers on the draughting tables, and with no loss of light occasioned by the device. It also protects the jeweler, who has constant use for the blow pipe. The change of air in the shop may be continuous, while the blow pipe is entirely protected from a current of air driving the heat from the object to be fused. Sleeping rooms furnished with the Ideal Ventilator may have a constant supply of fresh air, while the sleeper is absolutely free from uncomfortable draughts. Clothing placed near an open window furnished with this Ventilator is safe from rain or sleet; and no fear of injury to draperies or furniture need be entertained should unexpected showers appear.

THE DUBY & SHINN MFG. CO.

We are greatly pleased to note and make comment upon the rapid growth of the Duby and Shinn Mfg. Co., Inc., of New York. This company is now branching out as manufacturers of a general line of mechanics' fine tools, with "The New Universal Square" as its leader. This tool comprises the Try square, Bevel square, Pitch-cut square, Hip and Valley square. It is also a correct Rule, lumber gauge, straight edge, plumb and level, depth gauge, draws circles, lays out mortise and tenons, octagonal cuts, etc., etc. It requires no adjustment for all these uses, and is guaranteed in every particular, consequently the mechanics are ready customers, and the leading jobbers of Hardware and tools are enabled to make large sales of the article. This Company has purchased a large parcel of land with a two story building at Branchport Station, Long Branch, N. J., and have been for eight weeks getting under operations in their country quarters. The President announces the completion of preparations, and that the plant is now running with a full force, and hopes that the trade will not feel put out with them for their recent delay in making shipments. The Company also announces that they would like to have submitted to them any small mechanical tool that is not on the market, or improvement on present tools, and they will properly consider the manufacture of the same, after due examination by their tool experts.

HOW BOTTLE WORKERS WORSTED THEMSELVES.

Fourteen years ago a bottle manufacturer, Claud Boucher, in Cognac, France, was forced to close his factory by the continuous strikes and exactions of his employees. He set to work to invent a machine for the manufacture of bottles. This machine is now in use in various parts of the country; 250,000 bottles are turned out by it daily. A single machine produces 35,000 bottles in twenty-four hours; and any one can learn to run it in a week. The bottles are stronger and look better than those made by the blowers.

RECENT TRADE PUBLICATIONS.

HAMDEN MFG. Co., late W. A. Ives & Co., Hamden, Conn. Catalogue and Price List No. 15 of Boring Implements and Bit Braces. Illustrations and descriptions are given of "Old Style" Nut Augers, Long Bright Rafting Augers, Ring Augers, Cuban Ring Augers, Car Bits, Auger Bits, Boring Machine Augers, Jennings Pattern Auger and Dowel Bits, Sap or Sugar Bits, Connecticut Mfg. Co. Auger Bits, Clark's Pattern Expansive

Bits, Auger Handles, Hollow Augers, Spoke Trimmers, Expansion Bit Holders, Boring Machines, Tap Borers, Spofford Braces, New Haven Novelty and Ratchet Braces; Barber, Farmer and Centennial Braces.

MARSHALLTOWN TROWEL Co., Marshalltown, Ia. Catalogue of Plastering Trowels, Including Finishing Trowels, Browning Trowels, Aluminum Hawks, Aluminum Darbies, Canvas Tool Bags, Plasterers' Cork Floats, Brick Sets or Chisels, Carpenters' or Crooked Bars, Housemovers' Bars, Brick Hammers, Bricklayers' Scutch, Beading Tools, Aluminum Sidewalk Edgers, Stamps for marking Cement Sidewalks, Sidewalk Groovers, etc.

HANDY THINGS Co., Ludington, Mich., manufacturers of Specialties in Hardware, Woodenware and Sportsmen's Goods, and Woodturners and Enamellers, have distributed their 1906 catalogue to the trade, showing their line of Handy Gun Cleaning Rods and Implements, Skates, Hardwood Spinning Tops, Window Cleaners, Can Openers, Tack Pullers, Potatoe Mashers, Cake Turners, Paring and Slicing Knives, Floor Squeegees, Fruit and Vegetable Slicers, French Fry Slicers, Bread and Bacon Slicers, Clothes Racks, Towel Racks, Glove and Stocking Darners, etc. This is a catalogue of a very useful line of goods and should be sent for by the dealer.

DIAMOND SHEAR Co., Wilmington, Del.; New York agents, Smith & Hemenway Co., 296 Broadway. Booklet giving illustrations and descriptions of their line of Sheep Shears, Mule Shears, Horse Shears, Grass Shears, Garden Shears, Household Hatchets, Family Cleavers, etc., etc.

GOSHEN CHURN & LADDER Co., Goshen, Ind. Advance catalogue of Ladders, Lawn Swings, Wheelbarrows, etc. Illustrations and descriptions are given of their "20th Century", "Security", "Famous", "Electric", "Number One", "Original Hill", "Clipper" and Fruit Step Ladders. They are also manufacturers of a Windlass Extension Ladder, Rope and Pulley Extension Ladder, Common Extension Ladder, Single, Pointed Fruit and Roof Ladders; Combination Extension Ladder and Trestle; Painters Trestle, Stage Ladders, with platform; Improved Oval Churn, Lawn Swing Awnings, Sun Shades, "Imperial", "Bonanza" and "Zypher" Lawn Swings; "Goshen" Swinging Settees, Folding Lawn Settees, Porch Chairs; Garden and Dump Barrows.

COVERT'S SADDLERY WORKS, Interlaken, N. Y. Illustrated catalogue and price list showing their "Crown" Bolt Snaps, Swivel Snaps, Spring Snaps, Bit Snaps, Rope Snaps, Bell-Cord Snaps; Self-Locking Gate and Door Hooks; Girth Snaps, Breast Loops, Blanket Trimmings, Girth Fasteners, Rope Thimbles, Rope Tie-Makers, Cattle and Horse Hies, Halter Leads, Hitching Cords, Rope and Web Halters; Leather Halters, Halter Buckles and Squares; Malleable Rings, Spur Buckles, Halter and Rein Chains, Breast Chains, Neck-Yoke Centers, Neck Yokes, Safety Pole Tips, Victor and Daisy Wagon Jacks, "Quick-Lift" Auto Jacks, Knob Patches, Curtain Straps, Hame-Straps and Attachments, Hammock Ropes, Hitching Weights, Mane and Tail Combs, Fly-Net Fasteners, Package Carriers, etc.

SILVER MFG. Co., 304-314 Hewes Street and 432 Broadway, Brooklyn, N. Y. Catalogue No. 14 of Artistic Bath Fittings. Included in the contents will be found Flat Paper Holders, Roll Paper Holders, Towel Bars, both nickel-plated and glass; Glass Towel Shelves, Nickel Rod Shelves, Double Towel Bars, Soap Holders, Comb and Brush Holders, Combined Soap and Sponge Holders, Tumbler Holders, Tooth Brush Holders, Shaving Mug Holders, Combined Fixtures, China Mugs, Vases and Soap Cups, Match Holders, Cigar Holders and Match Scratches, Ash Trays, Broom Holders, Coat, Hat and Wardrobe Hooks; Thermometers, Bath Tub Seats, Mirrors, Bath Rings and Sprays, Medicine

Closets, Mats, Stools, Bath Showers, Scales, Soiled Linen and Towel Baskets, Night Lamps, etc. This is a very artistic line of goods and those dealers carrying a stock of house-furnishing goods will do well to write for the catalogue.

PHOENIX HARDWARE MFG. Co., Homer, N. Y. Catalogue of Hardware Specialties, including Bench Vises, Anvil Vises, Jewelers' Vises, Clamp Vises, Farmers' Vises, Saw Vises, Sash Chain and Fixtures, Plumbers' Safety Chains, Brass S Hooks, Steel Hardware Chain, Hose Bands, Dog Leaders, Key Chains, Lathe Dogs, Malleable Iron Screw Clamps, Quilt Frame Clamps, Cabinet Clamps, Mechanics', Fitters', and Machinists' Clamps; Door Springs, Door Stops and Holders; Door Checks, Barrel Trucks, File Cleaners, Christmas Tree Holders, Bench Anvils, Cork Pressers, Mail Boxes, Window Cleaners, Floor Scrubbers, Carpet Stretchers, Fish Scales, Store Shelf Brackets, Cottage Brackets, Plumbers' Brackets, Scratch Awns, Tack Hammers, Ladies' Hammers, Hatchets, Draw Pulls, Plumb Bobs, Branch Hooks, Ice Awns, Mane and Curry Combs, Screw Drivers, etc., etc.

FAULTLESS CASTER Co., Nebraska City, Neb., have presented us with a pamphlet entitled "Important Facts Regarding Our Pivot Bearing Leather Wheel Casters." They speak of their Casters as "The caster that never refuses to turn," stating "That such an important feature should be so poorly understood or appreciated by even the discriminating purchaser, is a cause of wonder and the incentive for the distribution of this pamphlet. We feel warranted in saying that the caster is to furniture what the axle, hub and wheel are to a vehicle. The lifetime of the vehicle, the ease of movement, the pleasure in its use, all depend on the fitting, the character and the movement of the axle in the hub. The lifetime of furniture, the ease of movement, its effect on floors, the pleasure in its use all depend on the caster." Of their Leather Wheels they say: "Great care is used in the construction of their Leather Wheels, we having introduced a seamless brass tubing through which the rivet is placed, enabling the wheel to revolve around the axle with the least possible friction and absolutely no wear." These casters are made Short and Long Stem, for Wood and Iron Beds, Office Chairs, Tables, Davenports, Dining Tables, Morris Chairs, Dressers, etc. This company also manufacture a Combination Caster suitable for Cosy Corner Boxes, Small Roll Top Desks, Shirt Waist Boxes and Hassocks.

ANDERSON & SONS Co., 21-31 St. Aubin Avenue, Detroit, Mich. Contractors' Price List of Tools used in laying Artificial Stone or Cement Sidewalks. In a prefatory note the manufacturers say: "All of our tools are made of our special brass mixture, which gives great toughness and wearing qualities, the only finishing tools which we now make in iron being the number 1½ and 2½ Edgers and the number 40½ Roller. We make these three in iron, which is slightly cheaper than the same tool made in brass, to accommodate contractors who do not give the tools hard service and for doing a limited amount of work. Unless the iron tools are given the best of care, the action of cement upon them will in a short time destroy their usefulness, whereas with the brass tools made from our special mixture this trouble is entirely eliminated." The contents include a line of Sidewalk Edgers, Brass Jointers Center Knives, Driveway Groovers, Smoothing Trowels, Rotary Jointers, Fluted Rollers, Impression Stamps, Sidewalk and Driveway Rollers, Broad Hatchets, Handled Axes, Concrete Picks, Galvanized Iron Pails, Hand Riddles, Levels, Shovels, Sand Screens, Concrete Mixing Hoes, Lanterns, Steel Squares, Rubber Hose, Wheelbarrows, Burning Brands, Lamps, Grout Cutters, Dirt Rammers, Portable Concrete Mixers, Mortar Barrows, etc.

A. J. REACH Co., Philadelphia, Pa. Catalogue of Fall and Winter Sports. Included in the contents will be found a large line of Foot Balls, Foot Ball Bladders, Shin Guards, Nose Masks, Head Harness, Supporters, Basket Balls, Striking Bag Platforms, Striking Bags, Bag Gloves and Sundries, Head and Face Protectors for Boxing, Boxing Gloves, Fencing Gloves, Hand Balls, Indoor Base Balls, Medicine Balls, etc. The various articles are illustrated accompanied by trade prices.

NEW GOODS AND SPECIALTIES

ARCHAMBAULT KEROSENE FURNACE.

The Barnes Tool Co., New Haven, Conn., are the manufacturers of the Archambault Kerosene Furnace, which is represented in the accompanying illustration, and is claimed to be the only kerosene furnace that does not carbonize, as the carbon



ARCHAMBAULT KEROSENE FURNACE.

burns out the vapor. This furnace can be used in and about buildings which will of great advantage to those using it, as by using kerosene in place of gasoline you in no way violate any of the insurance laws. This burner is constructed with a check valve, which has a small opening or by-pass to allow draining the oil from the burner; also to prevent any possibility of puffing so common with many other furnaces. It is unequalled for its simplicity, and the cost of operating this furnace is claimed to be much less than the gasoline furnace, owing to the lower cost of kerosene. The manufacturers claim superiority over all other makes of furnaces due to the construction of the burner, which gives a greater heating capacity, thereby melting the solder in one-third less time than can be done by any other make of furnace. It is claimed to melt a full pot of solder in a gale of wind in less than five minutes.

BLACK HAWK GRIST MILL.

A. H. Patch, Clarksville, Tenn., is the manufacturer of the Black Hawk Grist Mill, which is represented in the accompanying cut. In place of the hand wheel which is usually found on hand



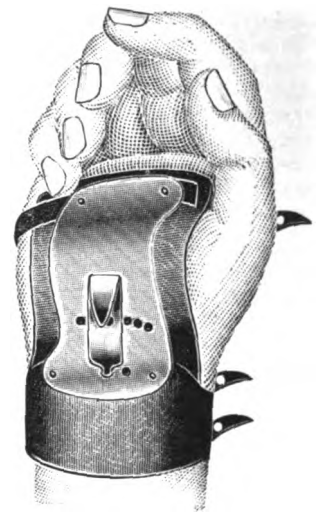
BLACK HAWK GRIST MILL.

mills, he has substituted a long malleable iron crank, making the mill easier to turn, and saving the cost of the heavy wheel. The grinding burrs of the Black Hawk Grist Mill are made of the hardest and strongest metals, all the bearings being chilled, and the long crank being of malleable iron. The plates are ground

true, and each pair given a thorough test before leaving the factory. It is not necessary to have more than one set of burrs to grind the finest or the coarsest meal. You determine the fineness or the coarseness by simply tightening or loosening two thumb screws. All parts are interchangeable, and should an accident occur to any part of the mill, it can be ordered by number, and the manufacturer will guarantee perfect adjustment. Each piece has a number cast on it, so there need be no mistake in ordering. It is very simple to take apart, clean and put together again. It is light enough to be carried from place to place, wherever it is most convenient to do the grinding. The Black Hawk Mill is provided with both holes and slots for fastening it to a table for support. By using the slots all that has to be done is to loosen two thumb nuts, and the mill can be slipped off, leaving the bolts in place for the next time the mill is to be used. This handy little feature will be appreciated by all users of the mill. It is claimed that the long crank and the chilled bearings give such an easy running gear to the machine that one may grind a large quantity of grain without fatigue.

ADJUSTABLE HOOK HUSKER.

The Blair Husking Glove Co., Bucyrus, Ohio, are the makers of the Adjustable Hook Husker which we illustrate herewith. This is their Style No. 9, and gives evidence of being well adapted for the employment for which it was designed. It is provided with a polished steel hook and shield, (see Fig. 1) and



• ADJUSTABLE HOOK HUSKER, STYLE NO. 9.

with the best calf leather straps. It fits the hand perfectly, and supports the wrist. This is a favorite among all classes of farmers for its strength and durability. Fig 2 shows one of the

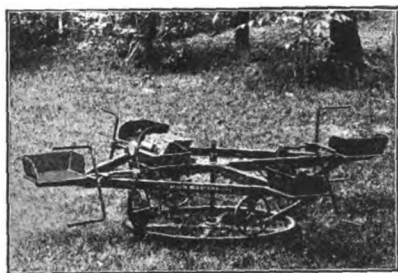


CLOSED FINGER HUSKING GLOVE.

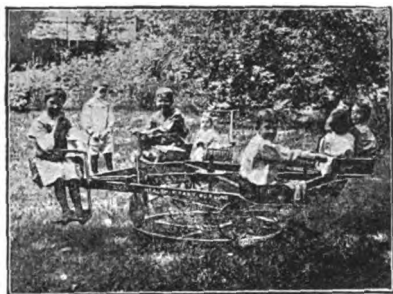
Blair patterns of closed finger Husking Gloves, of which they show in their catalogue several varieties made with double thumb and steel claw. They are packed half dozen in box.

HEALTH MERRY-GO-ROUND.

The Health Merry-Go-Round Co., Quincy, Ill., have recently patented in the United States and Canada, and are now placing on the market the article shown in the two illustrations which accompany this. The name describes the article as well as a name

**HEALTH MERRY-GO-ROUND.**

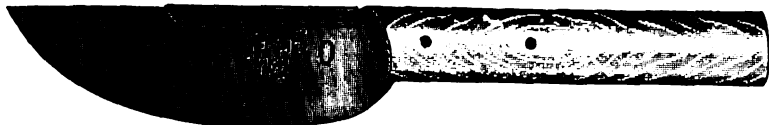
could, for the child receives healthful exercise in the most alluring manner. It is operated by children seated as shown, who by means of a hand and foot lever propel the Merry-Go-Round by nearly the same movement as used in rowing a boat, which brings into play all the muscles of legs, arms, back and body. The exercise is mild, and the arrangement so attractive

**SHOWING IT IN USE.**

that the child doesn't realize he is taking it. A detachable organ with pulleys and belt plays while the machine is in motion, which gives the effect of a large Merry-Go-Round. Each seat is five feet to the center, which makes the machine ten feet across. It is strongly built, and with ordinary care will last for years. The price, the manufacturers advise, is easily within the reach of almost every one. Hardware dealers especially who desire the agency are requested to write for terms, etc.

NO. 0 CIGAR KNIFE.

Kraut & Dohnal, 168 South Clark Street, Chicago, Ill., in connection with their other specialties in cutlery are manufacturing an extensive line of cigar makers' cutting tools, of which we give an illustration of their No. 0 Cigar Knife. The various styles and shapes shown in their comprehensive catalogue they state were taken from a majority of special orders received by

**NO. 0 CIGAR KNIFE.**

them for some time past. The manufacturers state that this method of selecting patterns enables them to solve the most difficult problem of getting a blade of good quality combined with practical shape which is so essential to the work done. If any special knife or blade desired is not shown in the catalogue they state it will be made to order. The entire product of the concern, they wish it understood, is made by union labor and bears the union stamp.

"BONANZA" SNOW SHOVEL NO. 35.

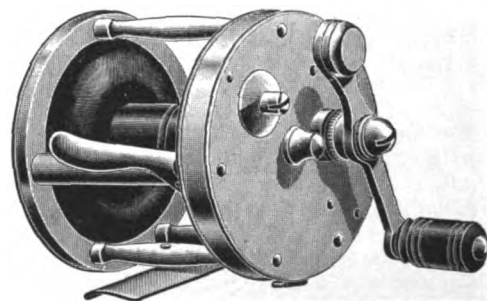
Owosso Mfg. Co., Owosso, Mich., are the manufacturers of the "Bonanza" Snow Shovel, which is one of the latest additions to the line of snow shovels made by this company, which now embraces nearly every style demanded by the trade. The "Bonanza," as will be noticed by the illustration, is a hand snow shovel and scraper combined, with a blade 18 by 24 inches, and weighing less than five pounds. The handles are of rock elm or oak, steamed and bent to shape, and being under the blade near the

**BONANZA SNOW SHOVEL.**

edge give it great strength. The lifting braces are bolted securely to the handle, and very strong. The lower brace is used only for throwing out heavy snow. There is great purchase in lifting, and the lift being straight and no tipping, is much easier than the ordinary shovel. The blade is composed of three thicknesses of birch, one thickness lengthwise and the other two crosswise of the grain, put together with waterproof glue and sandpapered smooth, making the blade very light and strong. The point is of 20 gauge galvanized steel, having a narrow strip running two inches up the handle on the back, forming a shoe. In all light snows it is used mostly as a scraper and without lifting, as it can be easily unloaded by tipping sidewise, one corner resting on the walk. The shovel is varnished, which gives it good protection and hardens the surface when dry.

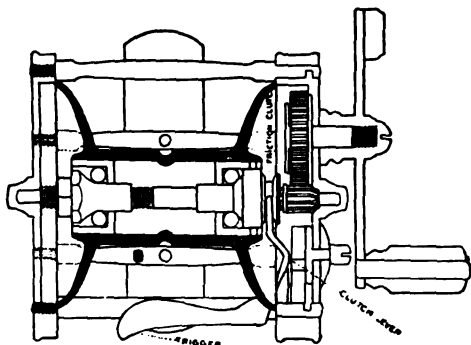
"HUNTER" FREE SPOOL E-Z-APART REEL.

The Chamberlain Cartridge and Target Co., Cleveland, Ohio, are placing on the market the "Hunter" Free Spool E-Z-Apart

**"HUNTER" FREE SPOOL E-Z-APART REEL.**

Reel, which we illustrate herewith. It has a quadruple gear and German silver finish. The large barrel rubber spool runs in phosphor bronze bearings, which are rivited to side plates and

have no caps to become lost. Frame studs run through both heads of Reel and are rigidly locked in place with locking ring, doing away with all screws. There are only three parts. The take-apart mechanism used in both the free and tight spool reels is very simple, and gives a durability to the reel by reason of the ease of cleaning and oiling. In the Free Spool Reel all the wear on the gears and bearings is eliminated, and in bait castings the spool is freed and runs on ball bearings of hardened steel.

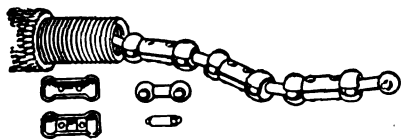


A SECTIONAL VIEW.

The momentum of the handle and the heavy spool being removed, there is little or no liability of a "back lash" and the line does not get badly tangled. Only the very lightest thumbing of the line is necessary, and the accuracy and distance of the cast is greatly increased. The user does not have to be an expert to do first-class casting with this reel, for which it is especially adapted. The gears are always in mesh and never strip. By sliding the locking ring that engages in the notches in the studs the reel can be readily taken apart and all parts easily cleaned and properly oiled. A simple push with the finger and the reel can be taken apart or when put together, locked in place. The manufacturers fully guarantee this nickel-plated reel to be satisfactory in every respect. Reference to the sectional view will show the mechanism.

PORTABLE DRILLING AND BUFFING OUTFITS FOR GARAGES.

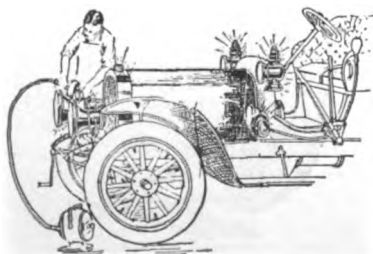
The Coates Clipper Mfg. Co., Worcester, Mass., whose universal joint and flexible shafting of the unit link type have been previously described in these columns, are putting on the market this season motor driven flexible shafts for garage use. They make this unit link flexible shaft in sizes that will transmit from 1-10 horse power, which is the speedometer size, up to one that will transmit 150 horse power for transmission work. Each link of this shaft is made of high carbon steel and the driving pins are made of nickel steel.



THE COATES FLEXIBLE SHAFT.

The universal mechanism is housed by a ball canopy which does not allow the moving parts to come in contact with the outside cover. From the construction of this shaft it is impossible to kink or crystalize it.

The specialty they are putting on the market is a combination motor-driven buffing and drilling outfit. At the end of their flexible shaft is placed a four or five-inch



BURNISHING LAMPS, ETC., WITH THE COATES PORTABLE OUTFIT.

cloth buff; using this at a high speed on brass work, buffs it up instantly. This not only does it many times faster than can be done by hand, but does it much better. In fact, it makes mirrors of all brass work. By removing the buff spindle, a breast drill

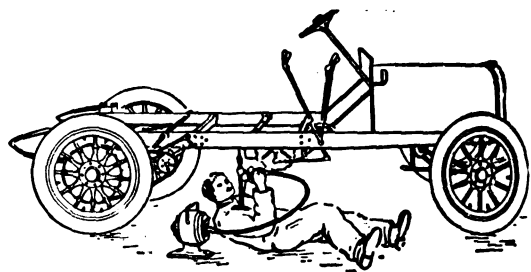
may be inserted. This has a reduction ratio so that even at a high speed of the flexible shaft the drill can be made not to run over three or four hundred R. P. M. It is also furnished with a stopping device whereby



THE COATES PORTABLE OUTFIT, WITH BREAST DRILL ATTACHED.

the buffing spindle or drill may be stopped instantly without stopping the motor.

The breast drill is a very light device and can be taken to any part of the chassis, so that holes can be drilled with this equipment while preparations are being made for the old style equipment. Where large holes are to be drilled they furnish an old man and hand feed that the breast drill fits into and large holes can be drilled with great efficiency. Where there are cutters reamers or spindles to be ground in the garage, replace the cloth spindle with an emery wheel, clamp the spindle to the tool post of a lathe, and it gives the operator a grinding device.

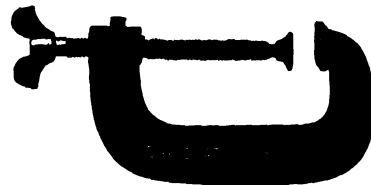


DRILLING A CHASSIS FRAME WITH THE COATES PORTABLE OUTFIT.

The enormous demand for these outfits shows that the company has found a positive want.

THE BAY STATE LIGHTNING CLAMP.

The Bay State Tool Co., 98 to 100 Beacon Street, Worcester, Mass., are placing upon the market an improved clamp which by means of an eccentric nut through which the screw passes a quick adjustment is obtained. When the eccentric is brought around to act on the screw the clamp acts like any similar



THE BAY STATE LIGHTNING CLAMP.

clamping device. But the screw is so loose when the nut releases it that it slides by gravity. The screw is of a little less diameter than the nut, so that when the nut is turned by means of the butterfly handle the screw slides easily. The body of the clamp is so constructed by being double ribbed throughout it cannot fail in the proper alignment. It is made in two sizes: 3 and 5 inches. Large sizes are interchangeable, as the clamp is intended for hard usage.

SCORE BY U. S., 30,000,000 BARRELS OF CEMENT.

The tremendous development of the cement industry in the United States is revealed by the fact that in ten years, beginning in 1893, the production of Portland cement increased from 798,757 barrels annually to 26,505,881 barrels. It is estimated that the output of Portland cement during 1906 will aggregate 30,000,000 barrels. Notwithstanding the rapid development of the concrete industry in the United States there is plenty of cement for home needs and enough in addition to supply a growing foreign demand. Consul Harris reports from Mannheim that Germany's sales of cement to the United States, which for upwards of a decade amounted to more than a million dollars annually, the amount in 1900 having aggregated two million dollars, have dwindled to half a million dollars.

OUR BRITISH LETTER.

(From our Special Correspondent.)

LONDON, August 11th, 1906.

HARDWARE EXHIBITIONS STILL POPULAR.

The popularity of Hardware exhibitions which have been held in regular succession for some years in the Metropolis has now extended to the Provinces, and ironmongers in the manufacturing districts and large centres of population are learning to appreciate the advantages of being able under one roof to inspect the latest and best Hardware goods manufactured, not only in this country, but in the United States of America, and on the Continent of Europe. Arrangements have been made to hold at least two important exhibitions during the past few weeks. The second annual exhibition held in Manchester will take place in September. I understand that it has been taken up with considerable spirit and enterprise by British manufacturers, and that several well-known factors of American goods will have stands; doubtless their exhibits will be inspected by visitors, and their contents appreciated. The exhibition will be under the patronage of The Lancashire County Ironmongers' Federation, which body is now becoming an important factor in the success of the Association movement in this country. It is often said that "Lancashire leads the van," and certainly several of the members of individual associations in the County of Lancashire have shown their enthusiasm for association progress in a marked degree. The Secretary of the Liverpool Ironmongers' Association is a man who has a large amount of zeal and enterprise, and he is constantly scheming how best to bring his association to the front. Liverpool and Manchester are the principal centres of commerce in the country of Lancashire; the former is noted for the splendid organization of the Assistants' Association which was formed there some time ago, and which is now the most flourishing assistants' association in Great Britain. In October, Glasgow is to be the location of another important ironmongers' exhibition, and if previous exhibitions in the far north may be taken as a guide, it will doubtless be visited by a large number of border Hardwaremen and canny Scots. The Hardware merchants of the northern portion of Britain are noted for their business enterprise, the keenness with which they buy, and for the careful manner in which they examine the merits of new goods submitted to them, before they take kindly to them, and admit them into their stocks. Nevertheless, when shown the advantages of a new invention, Scottish Hardware merchants are not slow to avail themselves of modern enterprise and of new ideas. Doubtless many American labor-saving machines and domestic appliances of the latest types will be on view at the Glasgow Hardware Exhibition, a short report of which I will send you in due course. It is perhaps worth while pointing out, that all the Ironmongers' Exhibitions hitherto held in this country, are confined to ironmongers and Hardware dealers in the trade only, the public being rigorously excluded. These exhibitions should, however, not be confused with the so-called trade exhibitions, which have been held with greater frequency during the last few years. Such exhibitions are little more than trading concerns open to the public, and often seriously injure the local tradesmen.

THE SPORTING SEASON.

British ironmongers are now very busy with the sale of guns and ammunition. Grouse shooting commences on the 13th. of the present month, and partridge shooting begins on the 1st. of September. Many ironmongers, specially in country districts, include a gunsmithing business, and carry on an important trade in the sale of sporting guns and ammunition. There is also a demand springing up for rifles. Miniature rifle clubs and shooting ranges are being encouraged by the military authorities, and many such clubs have been formed during the past few years. I recently had an opportunity of inspecting the stocks of several well-known wholesale factors, and was pleased to find so great an improvement in the construction and finish of rifles for the coming season. Many of these, bearing names familiar to all your readers, are now sold in Great Britain, not only by factors, but also by direct agents holding guns manufactured in the States.

IRONMONGERS AND THE GAS STOVE INDUSTRY.

In former letters I have referred to the trade in gas-cookers, gas lighting and heating appliances now being taken part in by British ironmongers. During the last few weeks, several im-

portant developments in this branch have taken place. Already several gas companies are working harmoniously with ironmongers, through their aid, increasing the consumption of gas by the more extended use of gas-cookers and heaters. The Gas Light & Cook Co., the largest and most important gas company in the Metropolis, has recently made an important offer to a certain number of London ironmongers, by which they will be enabled to take up special commissions on all introductions leading to the sale or hire of cookers, heating stoves, and other appliances. The arrangement is likely to work well, as it will not only yield a handsome profit to those ironmongers who are sufficiently enterprising to make this branch one of their prominent departments, but it will benefit their working departments, finding employment for an additional number of gasfitters, using up a considerable amount of material in carrying out the work which is sure to be required in connection with the additional stoves and heating appliances fixed. The developments which have been going on in connection with gas-light fittings during the last few years, have brought ironmongers in touch with consumers. The now general use of inverted gas-fittings, by which the light from coal gas has been so materially improved and cheapened, has done much to popularize gas, and although there is no question of placing gas in competition with electricity, the improvements of recent years have brought the light which may be procured from coal gas side by side with electric lighting, and the adoption of fittings giving gas-light the appearance similar to electric light, has made consumers of gas less ready to change from the older method of lighting, to the newer one. To some extent it has given a check to the spread of electric lighting, which a short time ago, threatened to supersede gas for household and business premises. The winter season is now approaching when ironmongers will throw all their energy into the sale of lighting appliances, which will also include petroleum lamps. Many efforts have been made during the last two or three years to improve petroleum burners, and incandescent lighting has been applied with some success to petroleum lamps, giving the best of them greater illuminating power than was formerly possible with the older types of burners. Many improvements have been introduced by the makers of lamps during the past summer, and designs which have been prepared for the winter season are altogether more ornate, and many of the new patterns are well-modelled and finished—their appearance being improved by the beauty of the glass and shades used in connection with them.

THE MEETING OF THE IRON AND STEEL INSTITUTE AND THE AMERICAN INSTITUTE OF MINING ENGINEERS.

One of the most important gatherings which have been held for some years past, was that of the joint meetings of the Iron and Steel Institute and the American Institute of Mining Engineers, held in the latter part of July in London. This important gathering was held under the presidency of R. A. Hadfield (of Sheffield) who, on behalf of the Iron and Steel Institute, welcomed the American delegates. He referred to the meeting of the Iron and Steel Institute in America, and to the good will which had existed since that date between British and American engineers. The output of pig iron in America has now reached about 23,000,000 tons per annum. The production of iron and steel in Great Britain has also increased in a corresponding degree. The world's production of pig iron has doubled in the short space of fifteen years. Sir James Kitson also referred to the pleasure he had derived from the visit to America, and to the prosperity at the present moment attending the iron and steel industry in all parts of the world. R. W. Hunt spoke on behalf of the American Institute of Mining Engineers, and testified to the good feeling existing between the two countries, and to the interest felt in the United States in the Iron and Steel Institute. The invitation which he conveyed to the Institute to visit America once again, was received with applause and many members present expressed themselves hopeful that they would be able to take part in the prospective visit. The papers read before the joint meetings were instructive, and dealt with several important matters, which are now receiving attention from engineers in both countries. "The Application of Large Gas Engines in the German Iron and Steel Industries," and "Notes on Large Gas Engines Built in Great Britain and upon Gas Cleaning" were interesting papers. The British engineers had mapped out an extensive round of entertainments and visits to import-



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You Are Using

UNLESS
You Have
the
Screwless
Spring-set
Shear

THAT Is the Shear You Should Buy
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**Which Kind do
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The Screw-loose,
Screw-set Shear

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**Screwless
Spring-set
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Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
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5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customers.

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Mention "Hardware."



ant works for the American visitors, forming a pleasant variety to the business meetings of both Institutes. Several well-known works in the district were visited, including that of John I. Thornycroft & Co. Ltd., of Shiswick, near London, Thornycroft's inventions including screw turbines, and water tube boilers which have won world-wide repute. Their steam wagons, too, which are very popular, are in general use in all parts of the country. The works of J. & E. Hall, Ltd., of Dartford, where refrigerating machinery is manufactured, were visited, and their up-to-date machinery, all electrically driven, was much appreciated by the visitors. The works of Fraser & Chalmers Ltd., at Erith, are noted for the modern tools of the best types, and visitors were interested in examining the large number of machines manufactured in the United States which are in use.

SUMMER HOLIDAYS.

August is the most popular month for Summer holidays, and many ironmongers are now away at seaside places of health resort, enjoying themselves with their wives and families. Many of the larger establishments are at the moment under-manned owing to the number of employees also away. Quite recently one of the largest Hardware establishments in London intimated that during August their staff would be reduced to one half, finding it pays them better to get over the whole of their holidays during the present month, as it is undoubtedly the quietest month for retail business in the larger towns and cities. On the other hand, some of the seaside ironmongers, especially those who have fancy goods departments, carry on a brisk trade in the sale of novelties and sundries suitable for presents. Outdoor sports, too, create a sale for electro-plated fancy goods for prizes, the sale of which is often a profitable business, and largely enjoyed by ironmongers as well as silversmiths. Few ironmongers' associations are holding meetings this month; indeed any gatherings they have, appear to be more of a social character—summer outings, river picnics, and such like pleasurable engagements taking the place of business meetings. Next month, however, ironmongers' associations will settle down to more serious work, and there are already indications that several important matters will be brought forward for the consideration of associations in the near future.

WONDERFUL ARGENTINA AND HER RESOURCES.

Argentina has an area of 1,120,000 square miles, nearly one-third the area of the United States and Alaska. This area, except a very small portion, is located in the south temperate zone, and in it are 245,000,000 acres of arable and 235,000,000 acres of pastoral land, and yet only 21,000,000 acres are under cultivation, although the soil is equal to that of Illinois and Nebraska and the general conformation of the land not unlike our Central West. Hundreds of individual men in every state or province own from 75 to 300 square miles of land. It is strictly suited to white labor. In this vast extent, however, there are as yet only 5,000,000 inhabitants, while it can easily support 75,000,000 people, 100,000,000 cattle and 300,000,000 sheep. Buenos Ayres, the capital, is one of the most prosperous and beautiful cities in the world, and has a population of nearly 1,000,000. Neither in this city nor in the interior is there any considerable Indian or negro element, such as found in other South American countries. The population is 99 per cent extraction.

TO BENEFIT THE PUBLIC.

The German postal department has recently introduced a card of identification for the benefit of the traveling public which will prove of great utility to travelers. Upon the card or folder is printed its number, the date of its expiration at the end of the year, the name, profession and residence of its owner, the date of its issue and the seal of the postoffice issuing it. Within the folder is pasted a small unmounted photograph of the owner. A small cancellation stamp is pasted partly upon the photograph and partly upon the page.

Opposite is a description of the applicant, his general appearance, color of hair and eyes. His birthplace and age are also given, and he is required to sign the card. The last page of the little folder describes the uses to which the card is to be put and the means of obtaining it. The fee is 50 pfennigs (12 cents). The card is used in obtaining mail where the owner is not known, and in case he changes his appearance so that he no longer conforms to the description a new card must be issued after proper identification of the applicant.—N. Y. Commercial

REVIEW OF THE MARKETS.

WIRE NAILS: The prospect of a heavy Fall trade is becoming more and more apparent. The large demand that obtains in the Nail market with the light surplus stock the mills are able to turn out make comparisons with last year's conditions indicate a demand worthy of notice. The scarcity of steel has exerted an influence in restricting the output. Rumor of an advance in prices has been denied, but has strengthened the quotations, by avoiding the concessions previously allowed on some large orders. The new tonnage is reported as exceeding all records. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

| | |
|---------------------------------------|--------|
| Carloads to jobbers | \$1.85 |
| Carload lots to retail merchants..... | 1.90 |

New York.—The local demand is only a moderate one, but is sufficiently steady to satisfy the trade. Quotations for small lots from store are on the basis of \$2.10 per keg.

CUT NAILS: There has been no meeting of the Cut Nail Association during August. The next meeting will be held the latter part of September. Some mills not being in operation makes the nails in somewhat scant supply, so that official prices are obtainable by the mills, although on contract orders concessions of 5 cents a keg have been obtainable. Official quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—The demand for Cut Nails is only nominal. Quotations for small lots from store are on the basis of \$2 per keg.

BARB WIRE: There is a heavy demand from the trade for Barb Wire with dates of delivery made quite early, under the belief that a scant supply may be caused by the scarcity of steel, which already interferes with delivery. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | | |
|--|--------|--------|
| Jobbers, carload lots | \$2.00 | \$2.30 |
| Retailers, carload lots | 2.05 | 2.35 |
| Retailers, less than carload lots..... | 2.15 | 2.45 |

SMOOTH FENCE WIRE: The orders booked by the mills have already reached an amount that has surpassed expectations, for the business of a year ahead. Specifications being in excess of the capacity of the mills, the doubt is expressed of getting deliveries on specified dates with promptness. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|---------------------------|--------|
| Jobbers, carloads | \$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

EAGLE CARRIAGE BOLTS: At a meeting of the Eagle Carriage Bolt Association, held in New York, 14th inst., the prices and terms on Eagle Carriage Bolts were reaffirmed, the general discount remaining as heretofore—80 per cent. W. R. Walkley was elected president of the association and E. E. Jackson, Jr., supervisor.

PICKS AND MATTOCKS: The market for Picks and Mattocks is characterized by a steady and strong tone and prices are about 5 per cent. higher than a short time ago.

ROPE: The following prices may be said to represent the market:

| | Cents Per Pound. |
|------------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12½ |
| B Quality Manila | 11½ |
| Pure Sisal, 7-16 and larger | 9 |
| No. 2 Sisal, 7-16 and larger | 7¾ |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

| | |
|-------------------------------------|----------------------|
| In lots of less than 5 barrels..... | 39 cents per gallon. |
| In lots of 5 barrels or more..... | 38 cents per gallon. |

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

| | |
|--|----------------------|
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw. | |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw. | |
| Calcutta Oil | 68 cents per gallon. |

THE PHILADELPHIA TRADE.

One of the greatest systematizers of the day made a remark recently, in the course of a conversation, that the policy of every sound business house should be based at all times on the possibility of a "slump," and while the logic is no doubt good, we must confess that the word "slump" sounded very strangely to our ears, as from our experience, as well as that of others, we thought the word must be obsolete—it was so long since we had heard it, and we feel that unless something unusual happens, it will be some time before such a thing occurs. Our Fall trade is opening up with good prospects, and as our vacation list is about closed, we are naturally experiencing less difficulty in handling the increased business, although it is not likely, from present indications, that any will have idle moments for some time to come. Building operations, both large and small, in Philadelphia seem to continue without any sign of let up. Thousands of dwelling houses are in process of construction in the outskirts of the city which means demand for Hardware and building material of all kinds and plenty of work for those who wish it.

BIDDLE HARDWARE CO.

THE PITTSBURGH TRADE.

While travelers' vacations are over, and they are on the road and sending in plenty of orders, office men are later in taking their outing, so that the wheels do not yet move with their accustomed regularity.

A new location for our Post Office is exciting some interest. Although the present one is only about ten years old, it has been entirely outgrown, and Uncle Sam set aside one million dollars to purchase a new site. To find a place large enough in our crowded business district for this price is puzzling our real estate dealers.

Another building to cost \$1,250,000 is the Memorial Hall in memory of soldiers of Allegheny County. A site has just been chosen near the Carnegie Institute, which district is rapidly becoming one for public buildings. This building will be erected immediately.

Business is good. Mills and mines all at work, and retailers prospering.

LOGAN-GREGG HARDWARE CO.

THE DAVENPORT TRADE.

Vacation season is off and business is again on. We have something to do every day. The current fads are passing and there is evidence of returning to the old time ways of distributing Hardware. If the Hardware dealers would profit by the expense of others and keep a regular bargain counter of worthless stuff on hand, and for each sale amounting to a dollar, they would give a prize of an imitation silk handkerchief worth three cents, they could soon fill up their stores with women who would there have an opportunity of seeing the new and useful kitchen utensils and other valuable articles that they now know not of; and when they returned to their homes, have something to show for their money. Spending money is largely a cultivated habit, which is difficult to break, and this should be recognized by legitimate dealers in good goods. Let women have a dollar's worth of trash to satisfy their craving for bargains and desire to spend money, just for the sake of spending it, and it will not be long before their reason will assert itself. Bargain hunting, which has been so disappointing and unsatisfactory, will be a thing of the past and a desire for acquiring the most useful and the greatest labor-saving articles of highest quality will take its place. Then there will be fewer bills of divorce, less graft and stealing, more room in the penitentiaries, insane hospitals and poor houses, better cooking, better health, more happiness and an improved condition in the legitimate Hardware trade.


SICKELS, PRESTON & NUTTING CO.

THE ST. PAUL TRADE.

From all sections of the West the universal report is a good crop and this, of course, means a good fall and winter business. When looking over the situation, we can come but to the one conclusion and that is, that it's a blessing to live in such favored country. Manufacturers are slow in filling orders, and all must look ahead and provide for their future needs. With such a large demand, we are often surprised that prices are not soaring upward. Though some prices are higher, still the average, on an assorted stock, does not show much increase, but as demand should regulate the supply, we anticipate a strong and higher market for some months to come.

HACKETT, WALTHER, GATES HARDWARE CO.

FILES




**Nicholson
Arcade
American**

**Great
Western
McClellan**

"These Brands are Sold by all Live Hardware Merchants"

RASPS



**Kearney
& Foot
Eagle**

**J. B. Smith
"X-F"
Gold Medal**

MANUFACTURED
— BY —

NICHOLSON FILE CO.

Providence, R. I.

THE MINNEAPOLIS TRADE.

Harvest of small grains is practically complete in Minnesota, and South Dakota, and well under way in North Dakota. Reports say that there will be about 210,000,000 bushels of wheat raised in the three States, North Dakota being in the lead. Therefore Minnesota has been the largest producer of wheat of any State in the Union. The reports as a whole are most encouraging. The weather has been excellent, only serious trouble being shortage of men. Price of wheat is off a little, but increased yield in all directions will more than offset without doubt. The crops as a whole will bring more than the average. This insures favorable business conditions for the Northwest for another year. Jobbers in every line are working their fullest capacity. Local conditions the same as at our last writing, no improvement and no prospect of any.

W. K. MORISON & Co.

THE SAN FRANCISCO TRADE.

The homes of many San Francisco Hardware dealers are in Oakland and other east side of the bay communities. And quite a group of the wives of these men are active members of the Outdoor Art League of Oakland, an Association of many hundreds of East Side ladies that is credited for much beautiful work already accomplished and that has made Oakland famous for its cleanliness and attractiveness. And now this philanthropic band of women are looking beyond their bailiwick for other unsightly sites to conquer, and their vision is focused on the eyesore ruins of San Francisco. At this writing it is the eighteenth of August, just four months since the earth shook and much of this city tumbled down, leaving a four-mile surface mass of debris of brick, crushed marble columns and twisted iron and steel, and ninety-nine one hundredths of this untidy ensemble remain to-day as the quake and fire left it. It was the mightiest shock since time immemorial, but what shocks the Oakland ladies' Outdoor Art League is the "slow and poky way" San Francisco's administration has buckled to in cleaning away its debris, and these ladies are about to petition this city's authorities for permission to do the work themselves.

Somebody, of course, is to blame for the slow procedure preparatory to the rehabilitation of San Francisco, and ostensibly it would seem that the city authorities are to blame. But this is not entirely true, and the Outdoor League ladies are in error for thinking so. There is strong reason for the city's backwardness in refraining from hasty action in this debris-removing matter, and there is no doubting the fact that the insurance companies interested are mainly to blame. They claim they are looking for salvage, but the common opinion of policy-holders is that the companies are working slow to tire out the policy-holders and compromise their losses. To block this procedure and hurry along the debris-removing work preparatory to the greater

San Francisco is why, as previously stated, such Hardwaremen as Messrs. Carrigan and Holbrook and nine other prominent business men have been selected as trustees of an organization to guard the interests of policy-holders.

At the luncheon hour one day last week in a wholesale Hardware house in Cincinnati earthquakes was the subject of discussion. A house salesman in the discussion, a gentleman who formerly traveled for the trade in the Pacific Coast territory, an acquaintance of the writer, has written me a question. He said: "We have a dispute as to the number of blocks destroyed in your big fire. 'Spose you state the number in your HARDWARE correspondence." The city engineer has just prepared the first authentic report of the portion of the city burned over in blocks, portions of blocks, square miles and acres. These figures he has carefully estimated at the request of the bureau of history. The total number of square miles burned over is 4.05 "Taking an estimate in blocks," said the engineer, "is unsatisfactory, as the 100-vara blocks are four times as large as the 50-vara, and then there are the irregular pieces of land at the various crossings on Market Street, the principal thoroughfare which runs oblique across the town." The report contains the following figures on the area burned: North of Market Street, 50 vara, 1.088 acres, 1.70 square miles, 299 whole and 13 part blocks; south of Market Street, 105 vara, 762 acres, 1.19 square miles, 69 whole and 5 part blocks; Mission District, 442 acres, .69 square miles, 46 entire and 9 part blocks; Western addition, 301 acres, .47 square miles, 76 whole and 5 part blocks. Total, 2,593 acres, 4.05 square miles, 490 entire, and 32 part blocks.

The California Promotion Committee is in receipt of advance sheets of the census of manufacture, as it relates to California, from the Bureau of Commerce and Labor, at Washington. This census was taken in 1905, and indicates that there has been a substantial increase in the manufacturing industry in California. The statistics pertaining to San Francisco indicate that this city, prior to the recent disaster, was making rapid progress in the development of its manufacturing industries, the annual product of these industries, as conducted within the city limits, equaling \$138,000,000—an increase of 29 per cent. since 1900.

The total number of manufacturing establishments in the State in 1905 was 6,839, with a capital of \$282,647,201 invested, employing 112,626 persons. The value of the products of these manufacturing factories was \$367,218,494. INDUSTRIAL PRESS ASSOCIATION.

Clarksburg, W. Va., is evidently preparing for an old time boom. The announcement that the breweries are buying each other, and the city is to have free beer for five years, is about the best boom talk ever brought out. It would make a Western boomer ashamed of himself. Everything would indicate an ideal summer resort, for the five years, at least.

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U.S.A.

MONTANA TRADE.

Never in the history of the country has the actual mining output of copper been as great as at the present time here in Montana. The high price of copper, silver and lead has brought a large number of old mines into the field as active producers, and opened up a number of new properties. The production is at the present time at a maximum, and this activity in mining has, of course, influenced all lines of business. Probably the Hardware dealers are feeling the direct benefit more than any one class of merchants, for all the large Hardware concerns here carry an extensive line of mining tools and machinery, and the general business prosperity has made the building trade good, producing a good demand for all building materials.

One of the largest Hardware concerns in Montana is The A. M. Holter Hardware Co., of Helena. In addition to a strong line of general Hardware, they carry an extensive line of mining supplies, gasoline engines and farm tools, and do a jobbing trade throughout the State, constantly adding new lines of goods. They now carry about everything for which the retail Hardwareman in Montana may have a sale. A very complete 1600-page catalogue has just been issued by them. A strong line of fishing tackle and sporting goods is now being sold by this concern, and has been found profitable. In speaking of trade conditions B. G. Schrader, the genial general manager, said: "Business now is very good; in fact, has been for some years. The farm products of the State are increasing each year and the mining interests are in a most healthy condition. The crop outlook is good, and everything points to a good Fall business." F. C. Ashall who attends to the buying always has a pleasant word, and is one of the most popular Hardware buyers in the West.

Another jobbing house doing an extensive business is the Helena Hardware Co., the salesmen of this concern covering the central part of the State closely.

BUSINESS BOOMING IN BUTTE.

With all the mines being operated on full time, and all labor being well employed and earning good wages, Butte is a busy place. An air of business activity about the big Hardware store of the Montana Hardware Co. was perhaps the best evidence of this concern's growing business. This is one of the largest Hardware stores in the State, and is exceedingly well stocked and well arranged. An attractive feature of the Montana Hardware Co.'s store is not only the well-arranged stock, but the light, bright appearance which it presents. A large stock of china and glassware is carried by this house, and a big business is done in all high-class goods. A special feature of the Montana Hardware Co.'s trade is the mining supply business. Marvin Jenkins of the concern, who is one of the best posted Hardwaremen in the Northwest, said that the demand for a better class of goods was constantly increasing, and that their trade never had been better.

Another attractive Hardware store is that of the Anaconda Copper Mining Co. A very large stock is carried and quite an extensive wholesale business is carried on. S. H. Greenwood is manager of the Hardware store and is ably assisted by H. V. Doering. A very complete stock of fishing tackle is carried and a good jobbing business has been built up in this line. In fact, each year one finds more of the sporting goods trade coming into the Hardware stores, plainly proving that in time the sporting goods business will be controlled by the Hardware trade.

J. E. Davis has succeeded to the business of Davis-Weimes-cary Co., and has one of the most up-to-date exclusively retail Hardware stores in Butte. A special feature is made of window displays by J. E. Davis and being centrally located at 20 North Main Street, is an exceedingly good way of advertising.

One of the younger but no less progressive Hardware houses of Butte is Henderson Bros. & Co. Mr. Parmalee of this firm said that general business was good, especially in the house furnishing line, which goods are very well displayed in their store.

ANACONDA DEALERS ENLARGING.

H. G. Coy, who has succeeded Lick & Coy, is at the present time making some very decided improvements in his store, having leased the adjoining store which will give him twice the floor space now occupied. In the new addition will be carried the big line of harness and horse goods, and samples of buggies. Also a complete harness shop is being fitted up where all classes of work can be done. H. G. Coy's business is growing rapidly and after you have met and known Mr. Coy you can understand why his has become the leading Hardware store of Anaconda. In speaking of business, past and future, Mr. Coy said: "During the past few years I have found it absolutely necessary to be constantly increasing my stock. We are far from the markets and if we don't have the goods we don't get the business. Now, with this increased stock has come the problem of how to show it to best advantage. I find that when goods are well displayed I make quicker and larger sales. We have a large

population of foreigners here in Anaconda—often one will come into the store and simply look around—he wants something but don't know how to ask for it in English. If he don't see it, he is very apt to leave the store without making his wants known. Now to best take advantage of these conditions I'm going to get everything, just as far as possible, in sight. All tools and shelf goods will be sampled; everything will be put in sight." Continuing, Mr. Coy said: "The business is here, and we are going to get it." From the active appearance of things about the store it would seem that H. G. Coy had now gotten most the business of Anaconda. Fishing tackle was added a few years ago and has been found to be a good side line. Mr. Johnson, the head clerk, is one of the best trout fishermen in the country and when the boys want tackle he is the man who can tell them what flies are getting fish.

The same good reports of business come from Bozeman, as in other parts of the State. The big Hardware store of Benepe-Owenhouse Co. seemed to be doing all the business they could handle and are showing a fine line of buggies and wagons. Those Hardware dealers who have come to display this line and horse goods are certainly making a success of it.

Missoula is growing rapidly and is the center of a beautiful agricultural country. The Missoula Mercantile Co. do an extensive jobbing business, and carry a big stock of shelf and general Hardware. N. S. Little, who is manager of the Hardware department, said that the wholesale business was constantly increasing and that trade had never been better. A special feature of the Missoula Mercantile Co.'s business is its advertising and an excellent attractive 500-page catalogue is issued by this company.

Montana, once the great cattle country, is rapidly being more closely settled. Big ranches are being cut up into farms, cattle raising is gradually being pushed farther north by the advance of civilization, and then in the building up of the country the demands for building materials, for all kinds of Hardware, is continually growing greater.

HAMMERNAIL.

HUMOROUS LOGIC.

The fond parents of a Missouri boy, who had a horror for nicknames gave him the name of Monday. He is now called "Washday" by the neighborhood boys.

We see Nelson Morris, the packer, says that only one man read the "Jungle." Will that man please stand up and be counted?

Hobart, Oklahoma, comes to the front with a new style of church conversion. A man bought the Presbyterian church and has converted it into a livery stable.

Prof. Wheeler, of Yale, who recently made an attack on the Monroe doctrine, gives out the impression that the doctrine is about as well known to him as he is to the balance of the world.

There is said to be an active demand in many parts of the country for dimes. The man with the bill against you is seldom satisfied with anything less than a dollar, however.

Great improvements are soon to be expected in Medicine Lodge, Kas., as two new Painters have just arrived there. They are the twins born to the household of Editor Painter of the local paper.

That Salvation Army captain, of Logansport, Ind., who left a wife and four children and eloped with a young lady, evidently enlisted in the wrong branch of the service. It was the Mormon brigade in which he should have sought a commission.

"Ran Away With a Rake" was the spicy heading in a Missouri rural paper. The disappointment of the readers can be imagined when it was found to be only an account of a team of horses running away with a hay rake.

There don't seem to be much money in these little trusts. In the ice trust inquisition in Kansas City the other day it developed that one man borrowed money to go into the ice business six years ago, and he is now only worth half a million dollars.

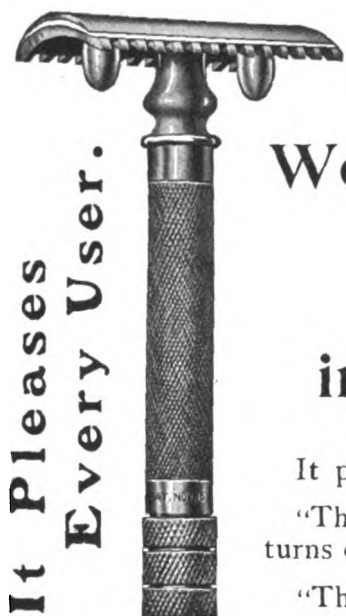
It must be a great luxury to travel on the railroads of Honduras. One who has recently had the experience writes back that even the telegraph poles are of rosewood and the ties solid mahogany. Also that the train traveled thirty-seven miles in eighteen hours. If that isn't a luxurious speed, what kind of a speed is it?

If an automobile runs over you, do not class it as an accident. It is merely an attempt to set right any physical defects you may have. Since they ran over the deaf mute up in Sisseton, S. D., the other day and caused her to gain her hearing, it is to be expected attempts will be made in other quarters to beat the record.

F. A. PARKER.

Gillette Safety Razor

NO STROPPING NO HONING



It Pleases
Every User.

The Most
Wonderful Selling
Razor
in the World

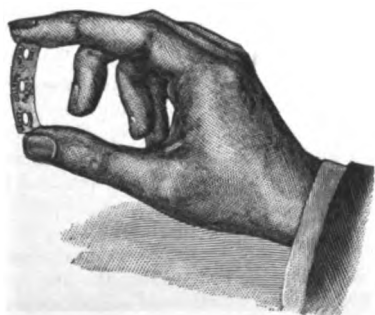


It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

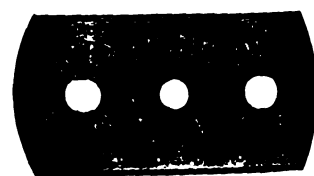
"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth,
comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.
Quadruple gold-plated set with 12 blades \$10.00.
Quadruple gold-plated set with 12 blades and monogram \$12.00.
Standard combination set with shaving brush and soap in triple
silver-plated holders \$7.50.
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10
blades with 20 sharp
edges, for sale by all
dealers, at the uniform
price of 50 cents.



**Sold by Leading Drug, Cut-
lery and Hardware Dealers.**

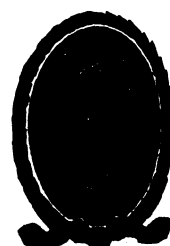
We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED AUGUST 6, 1906.

- 408,355. COMBINATION LOCK. A. R. Peck, Cortland, N. Y.
 408,479. PIPE WRENCH. J. A. Giles, Oswego, N. Y.
 408,527. WASHING MACHINE. P. W. Rodecker, Sidney, Ohio.
 408,550. ROD HANDLE FOR LOCKS. W. H. Taylor, Stamford, Conn.
 408,552. ROD HANDLE FOR LOCKS. H. R. Towne, Stamford, Conn.

PATENTS ISSUED AUGUST 7, 1906.

- 827,711. UNIVERSAL SCREW-WRENCH. James T. F. Conti, Paris.
 827,718. SHAVING DEVICE. Benno vom Eigen, Newark, N. J.
 827,736. FISHING-ROD CASE OR HOLDER. Edward A. Lampshire, Kalamazoo, Mich.
 827,756. STOPPER-EXTRACTOR. Albert Seitz, McMinnville, Tenn.
 827,757. FISH HOOK. William Shakespeare, Jr., Kalamazoo, Mich.
 827,806. SLIDING SHOE FOR FURNITURE. Orton C. Little, Menasha, Wis.
 827,855. FISH STRINGER AND CARRIER. Willard J. Farmer, Milwaukee, Wis.

PATENTS EXPIRED AUGUST 13, 1906.

- 408,690. WASHING MACHINE. C. C. Burton and D. H. Benjamin, Utica, N. Y.
 408,766. WASH BOILER. A. P. Thissell and G. S. Bradstreet, Beverly, Mass.
 408,772. SOLDERING IRON. C. L. Wagandt, Baltimore, Md.
 408,795. COMBINATION LOCK. J. D. Craig, Rogers Park, Ill.
 408,974. DOOR LATCH HANDLE. H. Hoffmann, Jr., South Norwalk, Conn.
 409,010. DOOR KNOB. C. O. Case, New Britain, Conn.

PATENTS ISSUED AUGUST 14, 1906.

- 828,406. RAZOR. W. W. Jamison, Hamilton, Ohio.
 828,440. WRENCH. J. F. Sullivan, Seattle, Wash.
 828,505. FISH HOOK. W. T. Rice, Berlin, Okla.
 828,557. FISHING ROD. C. G. Levison, New York, N. Y.
 828,586. CURTAIN ROD. E. W. Vaughan, Worcester, Mass.
 828,625. TONGS. J. P. Ogg, Rillton, Pa.
 828,780. LATCH. A. Shepard, Plantsville, Conn.
 828,787. HAND VISE. F. Van Cauwenberger, Rockford, Ill.
 828,859. COMBINED WRENCH AND THREAD RETRACING TOOL. J. Merckens, Chicago, Ill.

HOW BINDER TWINE HAPPENED.

The first reaping machines brought out by McCormick bound the sheaves with fine wire, a method both neat and economical, but one that was followed by disastrous results. Flour mill after flour mill was destroyed by fire and investigation showed that bits of broken wire getting into the millstones with the wheat was the cause. This difficulty was overcome by a Yankee who proposed drawing the wire from the wheat by means of a magnet. A little later horses and cattle all over the country died from a strange disease, which post-mortem examinations revealed was caused by swallowing wire with their fodder. The magnet would not work in this case and so John Good, the rope worker, produced a loosely-spun yarn made of coarser fibre as a substitute for the wire binding. \$12,000,000 worth of binder twine is made and sold in this country in a single year.—*Hardware and Metal.*

INCREASING THE TELEPHONE TRADE.

By B. A. C.

Nowadays a great many of our customers and other people living near us have telephones. It is a fact, however, that they take very little advantage of them in doing their shopping, often spending a lot of time and some carfare in going after a thing

that could be ordered in a minute over the telephone, at no more, and usually less cost.

This lack of appreciation of the telephone's usefulness is largely the merchant's fault. He should be first and early in taking advantage of its possibilities for increasing his own trade. In other words, he should teach his public to order from him by telephone, and in so doing he will often reach people from whom he has never before had any patronage. In increasing his trade in this way, he is also bringing up its average, for as a rule the people who can and do afford telephones are desirable customers.

The best way to teach "shopping by 'phone" is to send postals, at regular intervals, to all in your territory who are listed in the telephone book. This costs less in proportion to its effect than any other means of advertising, for the certainty of your mailing list provides that no one will get a postal who cannot take advantage of its invitation.

Herewith are printed six sample postals, which the reader can easily adapt or improve for use in his own business. It is well to send the cards out at intervals of no more than four or five days.

Step to the 'Phone

Call EAST 71 and tell us what you want us to send.

We have a delivery service for your accommodation, and very shortly after your order is received we will send a messenger with the goods. When you think of anything you want—think of EAST 71.

Ring—us—up,—do!
We—will—surely—hurry.

JAMES R. BROWN,
Hardware, 32 Jones St.

Prompt Buying by 'Phone

BROWN'S 'PHONE
is EAST 71

Ring Up:

Simply telephone us your wish. If necessary, a messenger will call for your order. At any hour of the day—'phone us. All orders will be promptly attended to, and—

We guarantee our prices to be as low or lower than elsewhere.

JAMES R. BROWN,
Hardware, 32 Jones St.

Our 'Phone is Quick

BROWN'S 'PHONE
is EAST 71

Use it.

Perhaps you're in a hurry and haven't the time to visit our store?

Perhaps it's raining and you don't care to venture out?

Perhaps it's too much work to get dressed?

Yet you want something?

What to do?

Simply call us up.

JAMES R. BROWN,
Hardware, 32 Jones St.

Handy Shopping by 'Phone

BROWN'S 'PHONE
is EAST 71

Use it.

You can shop just as promptly and satisfactorily over our 'phone as though you personally visited the store. We maintain a FREE MESSENGER SERVICE.

This should be appreciated. It is particularly convenient in disagreeable weather, or when you are in a hurry.

JAMES R. BROWN,
Hardware, 32 Jones St.

Shopping Over Our 'Phone

It is an appreciated convenience. Scores of families ring us up every day.

We operate a FREE MESSENGER SERVICE in connection with a TELEPHONE SHOPPING SYSTEM.

Phone us.

It is a well-known fact that our prices weaken the prices of our competitors. If you trade here you will find it true.

JAMES R. BROWN,
Hardware, 32 Jones St.

Our 'Phone is Handy.

Use our phone when you want anything.

Both ways free.

We'll take your order, and we'll deliver it, too.

It's so handy you'll appreciate it when you get in the way of using it.

Chance as well as

Regular

Customers—

Call us—

East 71.

We'll do the rest.

Now, isn't that handy

JAMES R. BROWN,
Hardware, 32 Jones St.

COMMERCIAL EDUCATION.

UNITED STATES BEHIND EUROPEAN COUNTRIES IN THAT RESPECT.

Frank V. Thompson, who is to be the principal of Boston's new Commercial High School, has been spending several months in Europe in making a thorough examination of the commercial schools in Germany, Italy, Switzerland, and other countries. The *Boston Transcript* prints a very interesting statement from Mr. Thompson of results of his investigations in Europe.

Mr. Thompson says that the commercial schools in Italy, Switzerland, Austria, Germany, Belgium and France have all passed the experimental stage and are component parts of the educational scheme of those countries and are considered especially valuable. In Italy the Government usually encourages the extension of such instruction by granting large subsidies. The same is true of Switzerland, but to a greater extent. In that country there is scarcely a city of even a moderate size which has not a flourishing school of commerce. The town of Neuchatel, which has less than 18,000 inhabitants, has a commercial school of 700 boys and young men. The fine building, with its splendid equipment of laboratories, is superior, Mr. Thompson says, to any school structure in Boston, and he was surprised to find about two dozen American boys in that school receiving their education for business careers in the United States. Austria has a very complete system, Vienna alone having fifteen lower commercial schools and four higher schools of commerce. There were 1,200 young men in one of these schools visited by Mr. Thompson.

GERMANY TAKES THE LEAD.

He says that Germany usually takes the lead in the matter of commercial education. There are four kinds of commercial schools in that country, all under control of the State. One kind gives an elementary training for business to boys up to the age of 16 or 17. Then there is a higher kind of commercial training, and then, again, commercial universities of the same grade as the usual German universities. The fourth kind of commercial education is the apprentice institution. Boys are not turned adrift educationally at the age of 14, as is the case in this country. The German Government demands that all the apprentices of whatever occupation shall attend class instruction for ten to twelve hours a week for three years. This is not done by haphazard evening instruction, but in regular schools during the daytime.

SCHOOLS IN FRANCE AND ENGLAND.

France also has a fine system of commercial schools. In the corridor of the High School of Commerce in Paris can be seen the purpose of the school stated in these words: "The High School of Commerce is intended to complete by means of higher studies the instruction given in special educational establishments, and to impart to young men leaving grammar schools and other institutions, the technical knowledge necessary in managing business, whether trade, manufacturing, or banking. The High School of Commerce also trains candidates for the consular service, capable of worthily representing France in international relations."

England has no schools of commerce in the strict sense. The realization of the need, however, is growing. The invasion of German young men, well trained and capable, into the business houses of England, is forcing a recognition of the desirability of a proper business education. Germany has put her millions into technical schools, and has no problem. Mr. Thompson says, of the unemployed. Instead, there is a scarcity of labor. He says the United States is not making "our weight count commercially as we should."

The new High School of Commerce in Boston is a necessary outgrowth of the demands of the times. Whatever is good and worthy in the foreign systems is to be incorporated in this school.

REAL ELECTRICAL FARMING IN GERMANY.

With the advent of the telephone as a factor in modern farming some of the old traditions necessarily vanish. The horn is, for instance, no longer needed to summon the workers at noon-tide. Now Ouedman, in Germany, a farm of 450 acres, besides a full telephone equipment, has an electrical churn, the barn containing electrically operated feed and carrot cutting machines, even the grindstone being turned by a small belt connected with the barn motor. A threshing and grist mill, a saw mill and various agricultural machines (including a plow) are driven by batteries charged from sub-stations in the fields. Two dynamos moved by a 50 horse power stationary engine furnish the necessary power for the entire farm work.

NOT THE GOODS DESIRED.

High—Where did you get your cold?
Jinks—If I knew I'd take it back.

POPULAR TALKS ON LAW

Copyrighted 1905, by William C. Sprague, President The Sprague Correspondence School of Law.

5. CONTRACTS BY MAIL, TELEGRAPH, TELEPHONE.

The question has arisen as to whether or not contracts are complete where the acceptor withdraws his letter from the postoffice after once mailing it, and it has been held with the mailing constituted acceptance and the withdrawal of the letter afterwards from the postoffice was not a retraction of the acceptance sufficient to relieve him from the consequences.

Where a letter containing an acceptance or a proposal is properly mailed the contract is completed at the time of the mailing of the acceptance, even although the letter miscarry and never reach the one making the offer.

Example: A in Detroit writes a letter to B in New York offering to sell him five hundred dozen eggs at eight cents a dozen. B deposits a letter accepting the offer, within a few hours after his receipt of the proposal, in a box provided by the postoffice authorities for the receipt of letters. A mail clerk instead of depositing the letter in the receptacle for west-bound mail puts it in the receptacle for New England mail and it goes to Massachusetts instead of to Michigan, and does not reach A in Detroit for a week after it was mailed. In the meantime A sells his eggs to another customer. What is the result?

The contract was complete at the time when B mailed his letter of acceptance and A is held in damages for refusal or failure to carry out his contract to deliver the goods.

One may, of course, withdraw an offer before it is communicated to the person to whom it is sent.

Example: A in Detroit mails a letter to B in New York offering to sell five hundred dozen eggs at eight cents a dozen. Two hours later he is enabled to sell the eggs in Detroit. He thereupon wires B to disregard offer previously made. B cannot, on receiving A's offer, accept it and thereby bind A.

If by the terms of an offer a certain time be prescribed within which it may be accepted by the other party it must be accepted within that time; and an acceptance after that time will not constitute a contract that will bind the party making the proposal.

Example: A in Detroit offers by mail to sell B in New York five hundred dozen eggs at eight cents a dozen, if accepted within twenty-four hours after the receipt of the proposal. Twenty hours after the receipt of the proposal B mails his letter of acceptance. A valid contract was thereby made, even though the letter of acceptance did not reach A until forty-eight hours thereafter. Should B wait twenty-five hours after receiving the letter of proposal his acceptance would be of no avail.

An offer may be withdrawn even although the offerer has agreed to leave the offer open for acceptance for a stated time. It cannot be withdrawn, however, within a time stated where there was any consideration given for the option or time limit. Where there is no money consideration and no corresponding promise by the person to whom it is made, the promise not to withdraw the offer has no binding force. If a consideration for the undertaking to leave the offer open is given and accepted this constitutes of itself a contract and the offer cannot be withdrawn within the time.

An offer is to be considered as open for a reasonable length of time; after a reasonable time has elapsed an acceptance will be too late. What is reasonable time will depend on the particular case and its circumstances.

Where the offerer is at liberty to retract, the retraction must be communicated to the offeree before he has accepted the offer. If the offerer dies before the acceptance the offer is necessarily revoked by his death. An acceptance mailed before but not received until after the death of the offerer makes a binding contract.

Notice of dissolution of partnership revokes an offer by the partnership, but an acceptance mailed before the notice of dissolution is received, makes a binding contract.

When the letter or telegram of acceptance has been deposited the acceptor cannot disaffirm his acceptance or prevent its effect by a subsequent retraction of the acceptance.

Example: A in Detroit mails to B in New York an offer of five hundred dozen eggs at eight cents a dozen. B posts his letter of acceptance in the postoffice letter box, on the following day. Two hours later he concludes to withdraw the acceptance and telegraphs A that he withdraws acceptance previously mailed. A receives the telegram before he receives the letter of acceptance. The contract is nevertheless binding and A may disregard the telegram.

(To be continued.)

MUSINGS OF AN OLD MAN.

The fact that some men so well equipped to win in business life fail, and some so poorly adapted to it succeed, set the corn meal batter in my head to fermenting the other day and out of the mixing came the question: What are the necessary attributes for a successful operator?

HUSTLER. First, last and all the time the man who wins must be a hustler, for education, location and everything else that tends to success will be of no avail to the man who sits down and waits for his business to shove him. You have got to shove it! By hustling is not meant to fuss and fume and bustle around behind the counter issuing orders to every one of your people who come within the sound of your voice. This only flusters them and does no good. The man who quietly take every chance, (and when there are no chances makes some) to root for his own business and yet does it in such a way as to not attract attention, is the man who is hustling in the right sort of way. The proper hustler is the man whose store is clean, whose window is clean, whose clerks are clean in all that the word clean embraces, who is always smiling and who never has to be sent for at the nearby barber shop or billiard parlor. This is, in my mind, the first requisite to success. To be eternally present and eternally hustling.

OPPORTUNITY is the second greatest factor in business. To know when the time is ripe to go into business or to change your location. To be able to grasp the right moment when it comes, is a gift that makes the difference between a life of opulent ease and one of poverty. The man who takes advantage of the opportunities that come to him will drive a coach and four down the pike of Prosperity while the man who fails will plow a tow headed mule on the flinty hill side of Poverty all the days of his life. Opportunities come to every man alike. The difference lies in being able to recognize them when they do come. A young fellow many years ago wanted me to put to \$250 with three other men to bore a hole in his father's farm in West Virginia, because he thought there was oil there. I refused. Had I not done so I would have been having funny pictures made of me on the back page of the *Journal* every day by this time, because the three men who did go in with him can now count their money in six figures. They all have corns on the right thumb from cutting coupons off the government bonds. I had the money and this was my opportunity but I let it slip. There was one other thing that I needed.

NERVE.—You can have a big fund of energy and opportunities galore but if you haven't got the nerve to take the chances when they come to you your hope of success is poor. Business life is a gamble and the man who buys a dozen gold frames because he thinks from past experience he will be able to sell them at a profit is not doing anything so radically different from the fellow who bets twenty dollars on an ace high flush because past experience has taught him that ace high flushes generally win. Fortune favors the brave and you must have nerve enough to follow your judgment. Nerve enough when you think a certain line of conduct in your business is the proper one to stick to it.

ENTHUSIASM is another requisite to success. You have got to be enthusiastic in your business to such an extent that you convince every man in your place that it and you are sure winners. You have to have the sort of enthusiasm that is catching and so catching that not only your clerks will get a bad case but that your patrons will also become infected. Be an optimist. Believe in your town, believe in the prosperity of your neighborhood, believe in the successful outcome of every case you fit. Believe yourself and other people will believe you. The smiling phiz gets the mazuma. Be cheerful. Be glad. If you haven't anything else to be glad about, be glad it's no worse. Cheerfulness is more contagious than measles.

SOBRIETY follows next in line. The man who come to his place of business with the smell of liquor on his breath has fozzled at the first tee. He is like a dog with three legs after a rabbit with four. I don't care if a man is the star boozier in seven States; he doesn't want his eyes fooled with by a man under the influence of talk-water. Even an innocent glass of beer with your lunch will cost you the trade of your best people. As to actual intoxication or to regular drinking it's so self-evidently bad as to be unworthy of mention. A man who takes whiskey during business hours should take the Cy Tomkins' Licker Cure. You take off your right shoe and sock and hook your first and second toes in the triggers of a loaded double barreled shot gun and then put the muzzle in your mouth and push hard with your right foot. Money refunded if does not cure the worst case.

TECHNICAL SKILL You will notice that I put this rather low down in the scale, but it is a necessity just the same. You have got to produce the goods in the optical business just the same as you have in every other walk of life. You can have the prettiest store in town and can advertise it perfectly and wait on your trade with the utmost courtesy, but if the glasses are not properly adapted to the refractive needs of the individual you will not be able to hold him. Again, you may be a most clever refractionist and not a good frame fitter and you will again lose your patrons, for some other fellow down the street may be able to make a pair of glasses stay on and then your good work is all for naught. Yes, you have got to know your business.

YOUTH is also a necessity. I would not have a man over thirty-five come into my store to learn the business. There are several reasons. First, the man who at thirty-five has not found his vocation in life is very likely to be of a weak, vacillating nature that will be no more of a success in our business than he has been in the businesses that he tried before this. Again, the human mind is not in a receptive condition after a man has gotten along that far in life. He has gotten out of the habits of study and his habits are so formed and so fixed that it is with difficulty that he can take in and assimilate new things. Then there is the hopeful and optimistic view of life that all young men take that makes them a thing of beauty and a joy forever. Youth is the spring of life and spring is the budding time for both sassafras and genius.

There we have the seven requisites to success and while no living man can hope to have them all, they are the seven things that my lifelong work in this line has taught me are the most desirable. Let me see—seems to me we have left out something. A man must be a Hustler and have Opportunities and the Nerve to take them when they come. His Enthusiasm must be never failing, his Sobriety unquestioned, Technical Skill of the best and he must have Youth. Let us set them down in a row.

Hustler, Opportunity, Nerve, Enthusiasm, Sobriety, Technical Skill, Youth.

The one greatest thing of all we have left out! A single glance at the row above shows it. Without it the whole character I have built is as worthless as a house built on sand. Let your eye run down that row and see what the first letter of those seven words spell! H-O-N-E-S-T-Y! Honesty! and though you have the mercantile ability of a Wanamaker or a Field—though you have the technical knowledge of Donders or Lockwood—though you have all the ability of every example of probity, genius and personal magnetism, if you are shy on honesty you are doomed to failure. When I say honesty I do not mean the best policy brand of honesty, but the sort of honesty that is inside of a man that makes him be honest because God built him that way. Because he knows it is right. Honest where people cannot see as well as where people can see. That sells honest goods and at honest prices, who will not take advantage of ignorance, who will not do a thing that would not stand publication on the front page of the leading daily paper of his own town. If you take those seven first letters away from the words we have just lined up you leave a meaningless jumble of letters and so with the word Honesty. If you take it away you can have every other attribute that I have set down there and it is only a matter of time until failure will overtake you. "Be sure your sins will find you out" was spoken many, many ears ago, but it is as true in Keokuk, Iowa, as it was in Palestine and applies to 1906 just the same as it did in the year 6.

Act on the square!—*The Optical Journal*.

CATALOGUE OF WESTERN CLOCK CO.

WESTERN CLOCK MFG. Co., La Salle, Ill., with Chicago offices at 131-133 Wabash Avenue, and New York offices at 51-53 Maiden Lane, have favored us with their general catalogue for 1906-1907, which is a superb publication, printed on calendered paper, and with half-tones of the finest quality. A large assortment of Alarm Clocks is illustrated, with dimensions and prices; also "The American" Stem-Wind and Stem-Set Watch; their Trump Series of Clocks, under the names Superb, Majestic, Imperial, Premier, Peerless and Royal; their Art Series, as well as Traveling Clocks and Calendars; Elk, Harvester, Gleaner, Dutch, Windsor, Owl, Oxford, Balmoral, Potsdam, Tosca, Clare, Ormond, Vine, Gladys, Iole, Nymph, Cremona, Stelvis, Dore, Valois, Remo, Sienna, Pavia, Parma, Como, Reggio, Nice, Clermont, Calais, Colonial, Idylis, Pansy, Bourbon, Savoy, Louvre, Sylph, Venice and Vendome patterns of Clocks. A line of Porcelain Clocks is also shown. These goods are exceedingly artistic in design, and the catalogue will be found an interesting one.

HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Aberdeen, S. D.—H. E. Hoilien has leased the Lamont store building on Third Avenue West, lately vacated by Scott Fuller, and will begin business there with a complete stock of Hardware.

Alexandria, Va.—The State Corporation Commission has granted a charter to the Carlin-Hulfish Company, Incorporated, with the following officers: Worth Hulfish, president and treasurer; George B. Carlin, first vice-president; James F. Carlin, second vice-president; George W. Hulfish, secretary, and David N. Hulfish, assistant secretary. The capital stock of the company is \$100,000. The object is to do a general wholesale and retail Hardware business.

Bridgeport, Conn.—A certificate of incorporation of the Hardware and Supply Company has been filed. The amount of the authorized capital stock is \$10,000. The incorporators were Robert W. Curtis, Edward F. Leeds and Beatrice W. Leeds.

Columbus, Ohio.—E. M. Treat, Fred W. Crawford, J. M. Garrard, Carl Ludwig and Frank P. Hall have incorporated the Frank P. Hall Company, with a capital stock of \$15,000. The company will take over the Hardware business in High Street formerly owned by Leslie C. Mithoff. The majority of the incorporators are connected with the Ohio Fuel Supply Company, and Mr. Hall, who will be manager, has had long experience in the Hardware business.

Elba, Ala.—Edwards Hardware Co. has been incorporated. The company is capitalized at \$7,000, with the following incorporators: Mizell Mercantile Company, J. C. Parker, Morrow and Clark, John M. Garrett, E. G. Lindsey, O. A. Ellis, P. J. Ham, W. W. Ham, Jr., S. N. Rowe and Edwards and Edwards.

Fernie, B. C.—Keith Whimster has opened a new Hardware store.

Hammond, La.—The Hammond Hardware & Supply Co. has been chartered with a capital of \$25,000 by Dr. E. L. McGehee, B. L. Brooks and R. R. Brooks.

Knoxville, Tenn.—A six-story brick building is to be built on Asylum Avenue to be occupied by a new Hardware firm, styled House & Hasson, that is expected to start operations about the first of January. Walter M. Bonham, Charles Hasson and Sam House, all experienced Hardwaremen, will be members of the firm, which will be incorporated.

Little Falls, Wash.—G. O. Wade is opening a new stock of Hardware.

Monroe, Wash.—Thedinga Hardware Company has been incorporated with a capital of \$7,500, by Fred W. Thedinga, Edith I. Raven and Louise M. Thedinga.

New Bern, N. C.—The Cutler-Blades Hardware Company has been incorporated with \$50,000 total authorized capital stock. The incorporators are: W. B. Blades, L. H. Cutler, L. H. Cutler, Jr., and W. T. Jones, all of New Bern.

Omaha, Neb.—The new Paddock-Hawley Company, with a capital stock of \$700,-

000, has filed articles of incorporation. The company is authorized to do a general business in Hardware, iron and other merchandise, with the principal office in Omaha, and the privilege of establishing another in St. Louis. James E. Baum, D. A. Baum and F. Hawley are the incorporators.

Orange, N. J.—John N. Lindsley, No. 244 Main Street, has incorporated to deal in heavy and shelf Hardware, mill supplies, foundries, machine shops; capital, \$100,000. Incorporators: John N. Lindsley, Mary S. Lindsley, Isabel Lindsley, Cleveland Street; William F. Rockwell, Essex Avenue.

Pincher Station, B. C.—C. Kribs has erected a new store building and will open a Hardware store.

Providence, R. I.—Charles W. Aspinwall, Fred Kempt and Harry C. Brownell, have filed articles, incorporating the Aspinwall Hardware Company to do a general Hardware business, with capitalization of \$100,000.

Teton, Idaho.—The Marler Bros. Co. has been incorporated with a capital stock of \$25,000, to do a Hardware business.

Virgilina, Va.—Farmers' Hardware Company has been incorporated. R. S. Barbour, president, South Boston, Va.; W. T. Chandler, vice-president; J. B. Wilborn, secretary and treasurer, Virgilina, Va.; R. A. Lloyd, Virgilina, Va.; G. B. Royster, Virgilina, Va.

Wynnewood, I. T.—H. D. Knight and C. E. Kennedy have formed a partnership and will enter the Hardware business under the name of C. E. Kennedy & Co., and will open doors in the big three-story Fraternity Building in this place September 1.

Changes and Improvements.

Auburn, N. Y.—Post & Duncan, Hardware dealers, have dissolved partnership. The business will be conducted by John H. Post.

Bay City, Mich.—The Jennison Hardware Co. has leased the two stores adjoining its present location, which, together with the basement and four stories, will give them a total floor space of 20,000 square feet, rendering the establishment one of the largest in the State.

Beemer, Neb.—T. E. Rochford has purchased the Hardware store of E. H. Trucks.

Bellingham, Wash.—Hinsdale Hardware Company have amended articles to decrease their capital stock to \$15,000.

Blanket, Tex.—Bowden & Self have succeeded to the Hardware business of W. J. Bowden.

Bowling Green, Ky.—The Miller-Rogers Hardware Co. has succeeded Miller & Harris in the Hardware business at this place.

Cairo, Iowa.—The stock of Hardware formerly owned by the Sapp Hardware Co., has been purchased by the Rodenberry Hardware Co., and will be moved to their new building as soon as it is completed.

Cumberland, Md.—The well known wholesale Hardware firm of Wilson & Pugh will shortly commence the construction of a four-story building on George Street which will be in addition to the building on Union Street.

Dill, Okla.—Hatchett & Darnell have been succeeded in the Hardware and implement business by Davis & Darnell.

Fort Wayne, Ind.—Contractor Bernard Borkenstein has taken out a building permit for the erection of a new building on Pearl Street for Mossman, Yarnelle & Co. The price fixed in the permit is \$50,000. The building will be of brick with a frontage of 120 feet on Pearl Street and a depth of 150 feet. It will be four stories high and will be used as a place of business for the wholesale heavy Hardware firm.

Fremont, Ohio.—A change has been made in the Hardware firm of Shoupe & Tindall. James T. Weaver has bought out Mr. Shoupe.

Grand Rapids, Mich.—D. E. Lozier, the Hardware dealer at 683 Madison Avenue, has sold his business to Heth Brothers, operating a store at 931 South Division Street. B. M. Heth will be in active charge, while W. B. Heth will remain at the other store.

Greenwood, Neb.—Ed. Metcalf has succeeded to the Hardware business of Clegg & Metcalf.

Hillsboro, Kan.—Sall Bros. have purchased the Hardware business of Hilbert & Schraidt.

Holly, Colo.—T. H. Herman has sold his Hardware business to C. A. Pinkham.

Kamloops, B. C.—N. T. Dalgleish has purchased the Hardware store of T. H. Leeming.

Lancaster, Pa.—The partnership existing between C. R. Herr and B. H. Snively, trading under the firm name of Herr & Snively, dealers in Hardware, No. 7 East King Street, has been dissolved by the withdrawal of Mr. Snively. Mr. Herr will continue the business at the old stand.

Lincolnton, Kan.—Kieferle & Williams have purchased the Hardware store of William Dissmeyer.

Lisbon, Iowa.—A. & G. Runkle have sold their Hardware business to Louis Hoelje.

Los Angeles, Cal.—Ida Lebovich & Co. have sold their Hardware business to A. Zimbelman.

Newton, Kan.—Evans Bros. & Kinney have purchased the Hardware store of G. R. Follett & Co.

Ocilla, Ga.—The Ocilla Hardware Company has recently sold its stock to the Watt & Holmes Hardware Co. of that place.

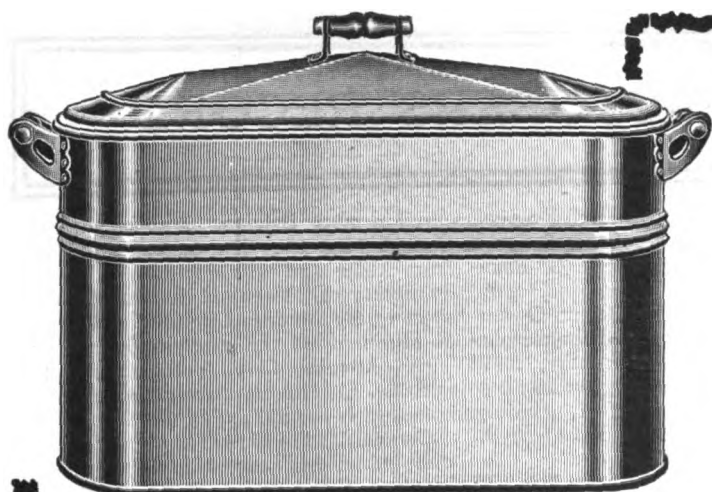
Olpe, Kan.—Arnoldy & Diebolt have succeeded to the Hardware business of John Diebolt.

Pekin, Ill.—Hancock & Koerner, the Hardware and implement dealers on lower Court Street, find their business assuming such proportions that they are compelled to move from their present quarters to more commodious ones. With this end in view they have closed a lease on the Flynn building in the New Boston block and will move to their new rooms as soon as they have been thoroughly remodelled for their occupancy.

Plattsburgh, Neb.—Asemissen & Son have succeeded to the Hardware business of Asemissen & Loucks.

Rawlins, Wyo.—W. H. Wickham & Co. have sold their Hardware store to the Wyoming Supply Co.

Stanton, Neb.—G. Krenzin has purchased the Hardware business of Wagner Bros.



"ATLANTIC"

High-Grade Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market

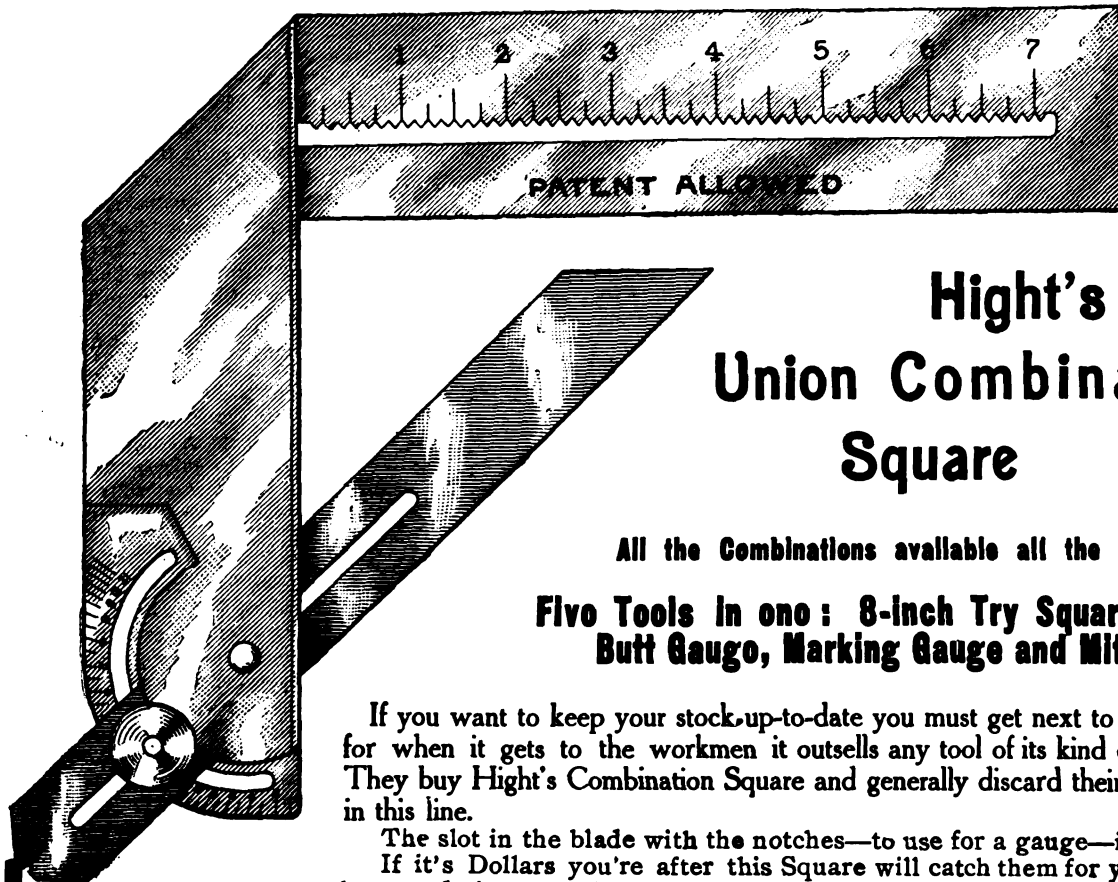
Full Weights --- Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one: 8-inch Try Square, Bovel, Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock-up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices and full description sent on application.

The best tool of its kind on the market.

A. W. HIGHT, Box 39, Station B, Toledo, O.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Akron, Ohio.—Arrangements are being made for the organization of a company in this city for the manufacture of a patent wrench invented by J. R. Long of this city. The new company will likely be known as the Akron Wrench Company.

Brooklyn, N. Y.—James H. O'Brien Scale & Supply Co. has been incorporated for the purpose of manufacturing machinery, scales and weighing apparatus; capital, \$25,000. Incorporators, J. H. O'Brien, J. E. O'Donohue, J. D. Carroll, L. L. Hopp, J. F. Reilly, Brooklyn.

Campbell, Mo.—Campbell Handle Company has been incorporated; capital stock, \$3,000. Incorporators: W. B. Grant, L. Williams and L. D. Pollock.

Chappaqua, N. Y.—Acme Ball Bearing Scales Co. has been incorporated to manufacture and deal in Hardware and machinery; capital, \$10,000. Incorporators: George B. Mackay, No. 16 Nassau Street, New York; Ezra Rust, Saginaw, Mich.; Charles C. Sturtz, No. 327 Central Park West, New York.

Columbus, Ohio.—The John R. Long Wrench Co. has been incorporated. Capital is \$30,000. The incorporators are John R. Long, Walter R. Talbot, William A. Byrider, Oliver A. Sorrick and William W. Webb. All kinds of wrenches will be made.

Decatur, Ala.—Arantz Bros. are building a factory here for the manufacture of plow handles and for light saw works. They will also make brackets, etc. This company formerly owned and operated here one of the largest saw mills in this portion of the country.

Glen Falls, N. Y.—Glen Falls Mfg. Co. has been incorporated to manufacture snow shovels and mail boxes, etc.; capital, \$50,000. Incorporators: W. Irving Greffing, Glens Falls; Alfred C. Hodgman, Fort Edwary, N. Y.; Emmet T. Johnson, Glens Falls.

Greene, N. Y.—Ireland Machine & Foundry Co. has been incorporated to manufacture machines, tools, implements, etc.; capital, \$25,000. Incorporators: A. Burtzell Ireland, Frank L. Ireland, Herbert A. Ireland, Greene, N. Y., and others.

Honesdale, Pa.—White Ax Company has been incorporated. Capital stock, \$20,000.

New York, N. Y.—Brass Specialties Co. has been incorporated to manufacture lamps, candle holders, shades, etc.; capital, \$50,000. Incorporators: William H. Wadhams, No. 32 Liberty Street; Albert W. Putnam, No. 16 West 77th Street; Robert W. White, No. 18 Murray Street; Harry N. Wessel, No. 201 West 117th Street; M. L. Bishop, No. 32 Liberty Street.

New York, N. Y.—Buchanan Plow & Implement Co. has been incorporated to manufacture farming implements, machinery, etc.; capital, \$100,000. Incorporators: Edward F. Buchanan, Albert O. Brown, Lewis G. Young, No. 30 Broad Street, New York.

New York, N. Y.—Neptune Hardware

Mfg. Co. has been incorporated; capital, \$30,000. Directors—J. W. Bancroft, Julie C. Bancroft, West Brighton; J. G. Baumbach, New York.

New York, N. Y.—The Patent Ownership Co. has been incorporated for the purpose of manufacturing machinery, tools, devices used in manufacturing trades; capital, \$5,000. Incorporators: A. Mackay, Bath Beach; R. G. Mackay, Brooklyn; W. N. Thompson, New York City.

Norwalk, Conn.—The Dikeman Mfg. Co. has established a factory for the manufacture of mechanics' tools, screw machine products and specialties in sheet metal, either steel, brass or copper.

Pittsburgh, Pa.—A new corporation, known as the Pittsburgh Pneumatic Company, with a capital of \$250,000, has been formed with Pittsburgh men behind it and will shortly build and operate a large plant for the manufacture of pneumatic tools.

Pottsville, Pa.—The charter of the Pottsville Foundry and Stove Co. has been recorded. The new company will operate the old Derr Stove Foundry at East Norwegian and George Streets, and they have already taken hold of the concern and are improving it and putting it in shape for steady operation. The capital stock of the new company is \$25,000.

Providence, R. I.—John Hope, Jr., of Cranston, Henry S. Burlingame of Cranston, and Homer D. Packard, of Springfield, Mass., have applied for a charter for a company to be known as the Hope Lock Company. The company will engage in the manufacture and sale of locks, tools and other Hardware. The plant will be located in Providence. The company is capitalized for \$200,000.

West Seneca, N. Y.—The Shenandoah Steel Wire Company has been incorporated with a capital of \$1,500,000. The directors are: Arthur S. Kittle, John F. Carlton, New York; Wilbur F. Holt, Palisade, N. J.; William MacBain, Closter, N. J.; Robert N. Tomlins, Brooklyn.

Wheeling, W. Va.—Wheeling Nail Co. has been incorporated; capital, \$25,000. Incorporators: Edward W. Keating, W. W. Philbrook, G. R. Philbrook, Jones Coates, G. W. Hannah.

Changes and Improvements.

Ansonia, Conn.—The Ansonia Mfg. Co., makers of brass goods, is building an extensive addition to its plant. The structure will be two stories high, of steel and concrete construction, and its dimensions will be 50 by 200 feet.

Middletown, Conn.—The Wilcox, Crittenden Company, manufacturers of marine Hardware, have awarded to the H. Wales Lines Company of Meriden the contract for the erection of an additional factory. The structure will be of brick, four stories high, and its dimensions will be 60 by 100 feet. The building will be used as a machine shop, a grinding room and for storage purposes.

New Haven, Conn.—The Economy Mfg. Co. has begun the erection of a manufacturing building to be 100 by 200 feet and one story. It will be used for the manufacture of laundry tubs and concrete stone for the United States Military Academy at West Point.

Northville, Mich.—Northville has se-

cured a new industry in the Stimpson Scale & Mfg. Co. The factory comes here from Milan and will employ over 60 men at the outset. Mayor F. S. Harmon, president of the American Bell & Foundry Co., is president of the newly-organized concern. Attorney C. C. Yerkes is secretary and L. L. Brooks, vice-president. The company is capitalized at \$100,000.

Oneida, N. Y.—Mrs. Theodore Coles has disposed of her interest in Coles' Tool & Machine Company to James Backer and Willard Merrill. The business was established some years ago by the late Theodore Coles and conducted by him and Messrs. Backer and Merrill until his death. Since then it has been looked after by Mrs. Coles and the new proprietors, who are now sole owners of the growing business.

Pittsburgh, Pa.—The Shoenberger plant of the American Steel & Wire Company, at Penn Avenue and Fifteenth Street, will be moved to Neville Island. The Pennsylvania railroad has secured the property, and the lease expires next April. The company already owns about 100 acres on Neville Island, but is acquiring more for future use.

Southington, Conn.—The Atwater Mfg. Co., manufacturers of carriage makers' Hardware, wrought ox shoes and other specialties, is making extensive changes in its factory. The machine room will be moved from the first floor to the second and vacated space will be taken over for a finishing room.

Southington, Conn.—The Elmore Mfg. Co., manufacturers of small tools, has purchased the stock, tools and good will of the Schatz Hardware Mfg. Co., manufacturers of screw drivers, of Chappaqua, N. Y., and will manufacture the latter line at its factory in Southington.

Uniontown, Pa.—The enamel ware plant of the McCrum-Howell Company will be in operation by the middle of August, and will employ 400 men. It was built to replace the plant at Blairsville, which was destroyed by fire.

Waterbury, Conn.—The Noera Mfg. Co., manufacturers of Hardware specialties and bicycles and automobile sundries, has acquired the plant of the Rogers & Hamilton Co. This is now being overhauled and the Noera Co. expects to take possession in about a month. The new quarters will materially enlarge the company's manufacturing facilities.

Westport, Conn.—Willard S. Adams and William G. Staples have purchased the interests of the firm of G. W. Bradley's Sons, manufacturers of axes and edge tools. The old name will be retained by the new owners, who will continue the business on the old lines and as a partnership.

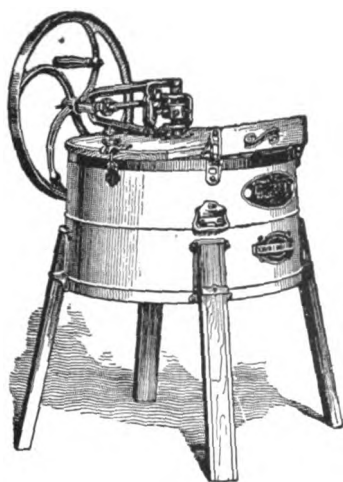
Worcester, Mass.—The Morgan Spring Co. has just completed the building and equipment of a new Japan department, which will increase the capacity of this branch of manufacturing about 300 per cent.

Wrightsville, Pa.—All the machinery and patterns of the Logan & Strobridge Iron Co., of New Brighton, which is a branch of the National Novelty Co., of New York, have been moved to this place and consolidated with the Wrightsville Hardware Co., which is also a branch of the National Novelty Corporation.

A PAIR OF MONEY MAKERS

Quick and Easy Sellers at Handsome Profits to the Jobber and Dealer.

THE MAJESTIC ROTARY WASHING MACHINE



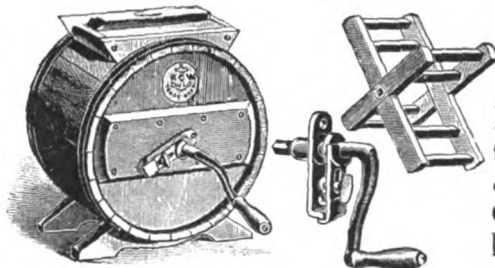
The lightest running and easiest working Washing Machine made.

Roller Bearings. Large Fly Wheel. Runs in either direction. Tub made of Virginia White Cedar bound with Electric Welded Wire Hoops. Top Steam Tight. No sloppy floors.

IMPROVED CEDAR CYLINDER CHURN

DOUBLE DASHER.

THUMB SCREW LOCK.



Made of Virginia White Cedar. Does not taint milk or butter. Crank is locked to churn

with clamp and thumb screw, which prevents leakage. Churns milk quicker and easier than any other churn. Hundreds of thousands already in use and demand increasing. It is the best churn made

RICHMOND CEDAR WORKS,
MANUFACTURERS OF HIGH GRADE WOODEN WARE.
RICHMOND, VIRGINIA.

It's All In The Flare

of the Beater which has given to
Holt's Improved Dover Egg Beater and Cream Whip
such popularity with thrifty housewives everywhere.

Beats eggs
in
20 seconds.

Four times
faster than
the Best
Hand Beater
and much
lighter and
stiffer.



Because
the Flare is
one-third
larger than
the ordinary
size Beater
and it's the
Flare that
makes it
sell.

Over 25 Tons sold in England in six months!
We make the "Cleaner" Carpet Beater.
If you are not, you ought to handle it.
Write for prices to-day.

Holt-Lyon Company
Tarrytown, N. Y., U. S. A.

COLDWELL

LAWN MOWERS

90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Baltimore, Md.—The Maryland Motor Association has been incorporated with \$1,000 capital for the purpose of holding motor-cycle and automobile race meets. Howard A. French, Howard W. Gill and Robert H. Carr are named in the papers.

Elizabeth, N. J.—The Elizabeth Motor and Cycle Co., with headquarters at 18 Julian Place, has been incorporated under New Jersey laws with a capital stock of \$2,000. As stated in the papers its object is to deal in and repair bicycles, motor-cycles, automobiles, and deal in supplies. Mortimer S. Ross, James S. Henderson and Ada H. Foote, all of Elizabeth, are named as incorporators. The corporation really takes over the business conducted for a number of years by Mr. Henderson himself and is in the nature of an enlargement.

New York, N. Y.—De Voll Tire Co. has been incorporated to manufacture tires for automobiles, bicycles, etc. Capital stock \$250,000. Incorporators: C. H. De Voll, New York City; H. S. Howland, Montclair; J. J. Halleran, Flushing.

Changes and Improvements.

Aurora, Ill.—A. B. Crosby has acquired the business of Frank Anderson and opened a new store at 12 River Street.

Easthampton, Mass.—J. M. Thompson, Cottage Street, has closed out.

Lincoln, Neb.—H. E. Sidles Cycles Co. have sold their bicycle department to J. A. Anderson & Co.

Milton, Wis.—E. S. Babcock & Son have sold their bicycle department to Carl Gray.

Rockford, Ill.—H. D. Ticknor has sold out to Lewis T. Theiss.

San Francisco, Cal.—A. G. Spaulding & Brother will rebuild their store for sporting goods at 134-36 Geary Street. They have filed an application for a \$17,500 building at that point.

San Francisco, Cal.—Ed Ladd is now located at Geary and Fillmore Streets and carries a large stock of sporting goods.

San Francisco, Cal.—The firm name of Clabrough, Golcher Co., has been changed

to Golcher Bros., and they are located at 513 Market Street. They are now very comfortably situated and should enjoy a very large business, as it is their intention to carry a large and up-to-date stock of sporting goods.

San Francisco, Cal.—The J. J. Pfister Knitting Co., whose business establishment and manufacturing plant were totally destroyed in the recent great fire of San Francisco, bought land in West Berkeley and have started to build a larger and more modern knitting plant. By October 1 they expect to be in a position to turn out their usual quality of all kinds of athletic goods, such as sweaters, jerseys, gymnasium suits and the celebrated Pfister supporter. Their present address is 398 McAllister Street, corner Polk.

San Francisco, Cal.—The Osborne Hardware & Tool Co. are now located at 517 Market Street and report that they are doing an extensive Hardware business. Up to the present time they claim they have not room to put in as complete a line of sporting goods and cutlery as they contemplate later on. In the very near future they hope to arrange a portion of the establishment into a fine, well equipped sporting goods department.

San Francisco, Cal.—The Shreve & Barber Co. are temporarily installed at 352 Fourth Avenue. Their line of guns, ammunition, fishing tackle and general sporting goods is being rapidly replenished and business being done is most satisfactory. This company are erecting a good-sized building on their former Market Street site which they expect to occupy within a short time.

Tonawanda, N. Y.—The Echo Bicycle and Motor Boat Co., whose plant was destroyed by fire some time ago, are making preparations to rebuild.

Burglaries.

Dayton, Ohio.—Burglars broke into H. F. Meyer's bicycle store on South Jefferson street recently and secured a dozen tires, a hammerless revolver and a large pair of field glasses, the loss being estimated at \$50.

Fires.

San Pedro, Cal.—Anderson cycle store; stock destroyed by fire; loss, \$500, no insurance.

Miscellaneous.

SOUTH AFRICA INCREASES TARIFF.

British South Africa, comprising the colonies of the Transvaal, Orange River, Cape Colony, Natal and southern Rhodesia, has passed a new tariff schedule, which already has gone into effect. The duty on bicycles has been increased from 12½ per cent. ad valorem to 15 per cent., and on motorcycles from 5 to 15 per cent.

INDIA AS A CYCLE MARKET.

The bicycle business is evidently a pretty safe investment in India. It is related by a member of the Lahore firm that starting ten years ago with four bicycles and twelve sewing machines, that his concern now maintains branch stores in eleven other cities in the Empire, has about 100 employees, issues a large catalogue and carries in stock upwards of 500 bicycles to say nothing of a volume of accessories.

In New York, as in other large cities where the man in the street no longer finds it necessary to dodge a procession of bicycles at each crossing and accordingly prattles about cycling being "dead," within the last month one of the big department stores disposed of 220 bicycles in two days. Of course, they were not high priced goods and also, as a matter of course, they were sold by a bold and magnetically worded advertisement, but, however disposed of, that such a large number of bicycles should be sold by one house in such a short time is sufficient to take the breath from not a few croakers who fancy that there is no demand for them.

HARDWARE DEALERS RECORD

(Continued.)

Sargent, Neb.—Strahle & Smith have been succeeded in the Hardware business by C. A. Strahle.

Seattle, Wash.—Theodore Wilts & Co. have succeeded to the Hardware business of Going, Northrop & Co.

Sodus, N. Y.—Adam F. Brier, who purchased the Hardware stock of G. H. Rogers, bankrupt, has opened the store for business.

Springfield, Mo.—J. B. Weaver and W. F. Hagenbush have purchased the business of the Weaver Hardware Co.

Springfield, Ore.—C. H. Pickett is removing his Hardware stock from Eugene.

HARDWARE DEALERS RECORD

(Continued.)

Burglaries.

Gervais, Ore.—Thieves entered the Hardware store of B. A. Nathman recently and stole an assortment of knives and razors valued at over \$30.

Racine, Wis.—The Hardware store of Krehl & Son, corner East Washington Avenue and Webster Street, has been robbed of pocket knives to the value of between \$50 and \$75.

Wilmington, Del.—The large store and warehouse of the Delaware Hardware Co., at the northwest corner of Second and Shipley Streets, was visited by burglars recently and robbed of money, stamps, cut-

lery, revolvers, etc., valued at between \$200 and \$300.

Swink, I. T.—Stark & Quick have been succeeded in the Hardware business by J. S. Quick.

Syracuse, N. Y.—The Hardware store of J. B. Foley & Co. is closed for inventory. It will be bought by the Burnhans & Black Company and may be run as a branch of the main store. J. W. Black said that his company would purchase the stock, but said there was no definite action as to the future of the Foley store.

Tacoma, Wash.—G. H. Smith has purchased the Hardware store of S. F. Kennedy.

Thornburg, Iowa.—Nutting & Francis have purchased the Hardware store of J.

H. Minor.

Vancouver, Wash.—Hayes & Henrichsen have consolidated their stores and will put in Hardware.

Villisca, Iowa.—Means & Wilson have sold their Hardware business to Means & Burnham.

Webb City, Mo.—The Franz Hardware Co. has succeeded to the business of the Franz-McCain Hardware Co.

Fires.

Bowie, Tex.—Warehouse of R. W. McDaniel, Hardware, has been destroyed. Loss covered by insurance.

Kalona, Iowa.—In a recent fire the Hardware store of Miller & Durst was destroyed.



The Oakman

Self-Lighting Burner

(Trade **LUZ** Mark)

Its equal for high candle power with low gas consumption has yet to be produced.

The lighter is simple, compact and gas tight.

The pilot tube is not only almost wholly covered by the burner, but its light is within the mantle. Air currents cannot disturb it. The Oakman Self-Lighting Burner is

A Matchless Money Saver

For it saves to the gas user mantles and gas furniture. It prevents the escape of gas.

It will pay for itself in a few months.

If you are after good profits—send at once for "The Oakman System Booklet." Better still: Try a sample order. You'll find the Oakman

An Excellent Seller

Oakman Mfg. Co. 84-86 Chambers St.
New York, U. S. A.



Fresh Meat Is The First Thing

A Steel Spider with the name

"NEVER-BREAK"

Stamped on the Handle is the next, if you don't want a scorched or burnt Chop or Steak.

Have you our Complete Catalogue of Stamped Steel Cooking Utensils?

THE AVERY STAMPING CO., Cleveland, Ohio.
*Manufacturers Shovels, Spades & Scoops
of Highest Grade.*

**"Saw your Ad. in
HARDWARE"**

--Don't leave that out when writing to these advertisers.

Rose Water Coolers

Having greatly increased our facilities, we are now willing to offer . . .

Rose Water Coolers

for sale through
Hardware Dealers.

Merit and price
have made their demand enormous.

ROSE FAMILY WATER COOLERS

Model F we offer at
the special price of
\$40.00 a dozen with
bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK





**FIVE LAYER
SLAG SURFACED**
BUILT TO FILL
A LONG FELT WANT

**LOOKS LIKE DIAMONDS
WEARS LIKE IRON
CHEAPER THAN TIN**

THE
KING
OF ROOFINGS

AN ASPHALT ASBESTOS
ROOFING
WITH QUALITY THAT
GETS AND KEEPS
CUSTOMERS

AN ASPHALT CORK
ROOFING
THAT HAS COME TO STAY
TREMENDOUS SALES
HAVE PROVEN IT.

NO STOCK IS COMPLETE
WITHOUT THEM
RENOWNED FOR THEIR
SUPERIOR QUALITY

WHEN QUALITY COUNTS
ASK FOR
STOWELL'S
STOWELL MFG. CO.
JERSEY CITY, N.J.

**WOULD YOU
BELIEVE A
MAN WHO TELLS
YOU THE MOON
IS MADE OF
GREEN CHEESE?**

OF COURSE NOT

NOR DO YOU
WANT TO BELIEVE
THE MEN WHO
TELL YOU THAT
ROOFINGS
MADE OF TAR
PITCH OR WATER-
PROOF COM-
POUNDS ARE
AS GOOD AS
ROOFINGS
MADE OF

**NATURAL
TRINIDAD
ASPHALT**

**Robert Murray.**

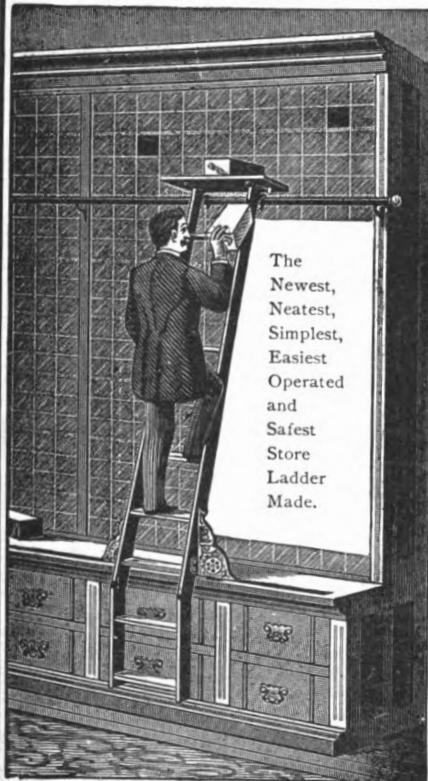
24 Duane St.,
New York City.

General Hardware

999

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The BICYCLE STEP LADDER.
Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.

**Don't Steer**

Your business craft through untried channels in the clipper line.

It's dangerous. You hazard profits—repeat orders and last but not least—your business reputation—your most

precious asset.

Try the time-tested, loss-proof and customer-fetching

COATES CLIPPERS

We make all kinds of clippers for all kinds of hair.

For twenty-five years they have steered many a dealer straight to the goal of profits.

Try a sample order this Fall and see!

You ought to have our catalog and prices.

Coates Clipper Co., Worcester, Mass.

JOHN H. GRAHAM & CO., Sole Selling Agents
113 Chambers St., New York

Hardwaremen's Exchange

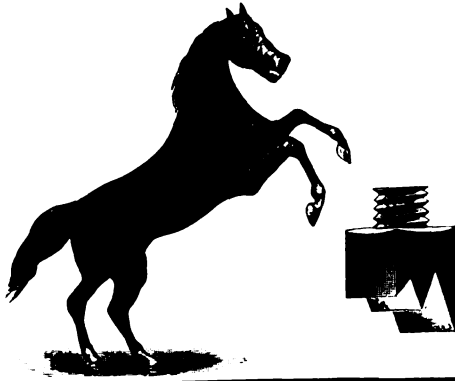
Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

FOR SALE. General Hardware, Paint and Supply business, established 20 years; doing a first-class trade. Price, \$1,200 cash. Owner has other business—only reason for selling. Address Hardware store, c/o HARDWARE.

WANTED, experienced salesman, for the West, with good references to get accounts for household and Hardware specialties. Address A. G. McAusland & Co., Denver, Colo.

WANTED—A capable and experienced Builders Hardware man to take charge of Builders' Hardware Department for large store in Southern city. Write, giving full information, references and salary expected. Address—G. & D. c/o. HARDWARE.

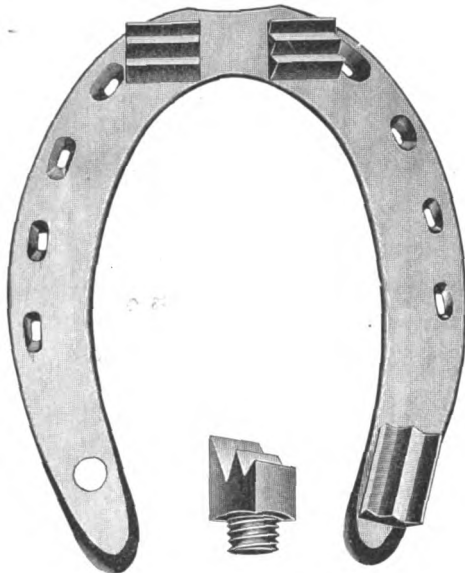
SITUATION WANTED—By a man competent in the Hardware line. Have been a buyer and not out of work, but am desirous of making a change. Distance no objection. Address Henry, care of HARDWARE.



"Horse Sense"

Demands that the best calks are none too good for any horse—good, bad or indifferent—to prevent it from slipping on ice, pavements and roads.

The Best Calks



"Always Sharp"

are the best to buy—the best to sell—because:

**They Save the horse
They Save the shoe
They save over**

Fifty Per Cent.

in shoeing expenses.

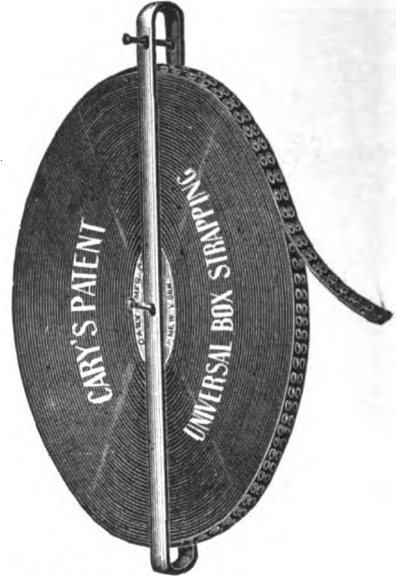
Six sizes for horses weighing from 800-1800 pds.

If you have never sold "Always Sharp" Calks, try 'em this Fall. As quick sellers they will surprise you.

**THE
"Always Sharp" Calk Mfg. Co.
JERSEY CITY, N. J.**

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{2}$, $\frac{3}{4}$, $\frac{1}{2}$ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

**DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.**

PAINTS, OILS AND COLORS.

Oils

| | |
|---|-----------|
| Linseed, City, raw, in barrels, \$ gal. | 40c |
| Linseed, City, boiled, in bbls. | 42c |
| Out of Town, on spot, \$ gal. | 38c |
| Calcutta, raw, in barrels, \$ gal. | 68c |
| Lard, prime city, \$ gal. | 71c @ 72c |
| Lard extra, No. 1. | 62 @ 58c |
| Lard, No. 1. | 42 @ 44c |

Paints and Colors

| | |
|--|-----------------|
| Barytes, Foreign floated, \$ ton | \$17.50 @ 19.00 |
| Barytes, American floated, \$ ton | \$18.00 @ 19.00 |
| White Lead, American, dry, in bbls. | 65c |
| \$ lb. | 75c |
| White Lead, American, in oil, in lots of less than 500 lbs., \$ lb. net. | 75c |
| In lots of 500 lbs. and over, \$ lb. | 75c |
| White Lead Eng., in oil, \$ lb. | 95c @ 98c |
| Zinc, American dry, \$ lb. | 45c @ 46c |

Putty, Commercial—\$ 100 lb

| | |
|-------------------------|---------------|
| In bladders | \$1.65 @ 1.85 |
| In bbls or tubes | 1.30 @ 1.40 |
| In 1 lb. to 5 lb cans | 2.50 @ 2.70 |
| In 14 1/2 to 20 lb cans | 2.15 @ 2.25 |

Spirits Turpentine

| | |
|------------------|-----------|
| In regular bbls. | 85c @ 87c |
| In machine bbls. | 87c @ 89c |

Dry Colors

| | |
|------------------------------------|-----------|
| Blue, Chinese. | 25c @ 26c |
| Blue, Prussian. | 25c @ 26c |
| Blue, Ultramarine. | 25c @ 26c |
| Sienna, Italian, burnt & powdered. | 25c @ 26c |
| Sienna, Italian, raw & powdered. | 25c @ 26c |
| Umber, Turkey, burnt. | 25c @ 26c |
| Umber, Turkey, raw. | 25c @ 26c |
| Green, Chrome, ordinary. | 25c @ 26c |
| Green, Paris, in kegs. | 15c @ 16c |
| Indian, Red, American. | 25c @ 26c |
| Indian, Red, English. | 25c @ 26c |

Colors in Oil

| | |
|--------------------|-----------|
| Black Ivory, best. | 10c @ 11c |
| Blue, Chinese. | 25c @ 26c |
| Blue, Prussian. | 25c @ 26c |
| Blue, Ultramarine. | 25c @ 26c |
| Sienna, burnt. | 25c @ 26c |
| Sienna, raw. | 25c @ 26c |
| Umber, burnt. | 25c @ 26c |
| Umber. | 25c @ 26c |

Chains

| | |
|---------------------------------------|-----------------|
| Galvanized Pumpchain, # lb. | 4/4@4/5c |
| Ger. coll. list July 24, '97. | 60¢10¢80¢10¢10¢ |
| Ger. Halter chain, list July 24, '97. | 60¢10¢80¢10¢10¢ |
| Jack chain, Iron. | 60¢10¢80¢10¢10¢ |
| Jack chain, Brass. | 60¢10¢80¢10¢10¢ |
| Oneida Wire Dog chains. | 45¢50¢55¢ |
| Trace Wagon and Fancy Chains: | |
| New list. | 60¢80¢10¢ |
| Bridgeport Trace chains. | 65¢ |
| Stake chains. | 65¢ |
| Heel chains. | 65¢ |
| COW TIES— | |
| American. | 45¢50¢ |
| Niagara. | 45¢50¢10¢10¢ |
| Covert Mfg. Co.: | |
| Cotton. | 45¢ |
| Hemp. | 45¢ |
| Jute. | 45¢ |
| Sisal. | 55¢45¢ |

Chain Guards

| | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

Carpet Stretchers

| | |
|---------------------------------|--------|
| Montrose "Excelior," # doz. | \$5.00 |
| Hullard's. | 55¢45¢ |
| Cast Iron, Steel points, # doz. | 35¢ |
| ockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings. | 25.00 |
| " B, Japd. | 21.00 |
| " C, Nickel | 23.00 |
| " D, Japd. | 21.50 |
| " E, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|-------------------------|--------|
| No. 12, Wire, Tinned. | \$2.50 |
| " 11, Wire, Coppered. | 1.10 |
| " 12, Wire, Tinned. | 1.30 |
| " 10, Wire, Galvanized. | 1.50 |

Cherry Stoners

| | |
|------------------------------|--------|
| Enterprise. | 25¢40¢ |
| Goodell's Family, net # doz. | \$5.00 |
| Reilman's, net, # doz. | 6.00 |

Chisels

SOCKET FRAMING & FIRMER—

| | |
|-------------------------------|-----------|
| Standard Makes. | 75¢75¢10¢ |
| L. & I. J. White. | 30¢30¢55¢ |
| C. E. Jennings & Co., No. 70. | 25¢10¢ |
| Jennings & Griffin Mfg. Co. | 65¢25¢10¢ |

TANGED & MISCELLANEOUS—

| | |
|------------------------------|-------------------|
| W. & S. Butcher's. | \$4.75¢45.00 to 2 |
| C. E. Jennings & Co. | 25¢10¢ |
| Jennings & Griffin Mfg. Co.: | |
| Tanged Chisels. | 25¢10¢ |
| Tanged Gouges. | 25¢10¢ |
| Tanged Firmers. | 35¢45¢ |
| Tanged Gouges. | 35¢45¢ |
| L. & I. J. White. | 25¢45¢ |

COLD CHISELS—

| | |
|---------------------|--------|
| Good quality, # lb. | 13¢15¢ |
| Snell's best C. S. | 40¢45¢ |
| Cronk's. | 50¢ |

Cleaners, Sidewalk

| | |
|------------------|--------|
| Challenge Shank. | \$2.25 |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

HORSE—

| | |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's. | Each. |
| Lightning Belt Clipping Mach. | \$15.00 |
| New 18, Chicago. | 8.75 |
| 1903 Chicago. | 10.75 |
| Twentieth Century. | 6.00 |

Coach Oil

| | |
|--------------------------|---------|
| Snow Flake. | |
| One-pint cans, # doz. | \$ 8.00 |
| One-quart cans, # doz. | 4.00 |
| One-gallon cans, # doz. | 15.00 |
| Five-gallon cans, # doz. | 65.00 |

Cocks, Brass

| | |
|--|-----------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sene, Racking, &c., Cocks. | 70¢10¢75¢ |

Coffee Mills

| | |
|---------------------|-----------|
| Box and Side. | 50¢10¢80¢ |
| Enterprise Mfg. Co. | 20¢25¢ |
| Lane Bros. Co. | 30¢ |

Compasses, Dividers, &c

| | |
|---------------------------------|-----------|
| Atrol Callipers and Dividers. | 40¢ |
| Bemis & Call Co's. | |
| Compasses. | 50¢ |
| Dividers. | 65¢ |
| Compasses, Callipers, Dividers. | 75¢75¢10¢ |

Coopers' Tools

| | |
|-------------------|--------------|
| Barton's. | 20¢30¢25¢ |
| L. & I. J. White. | 20¢30¢25¢ |
| Sandusky Tool Co. | 25¢10¢30¢10¢ |

Corkscrews

| | |
|---------------------------|---------|
| Detroit Cork Screw Co. | 35¢45¢ |
| Hudson & Beckley Mfg. Co. | 50¢10¢ |
| Samson, # doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|------------|
| Kreisinger Cut-Edge. | # Doz. |
| | net \$2.50 |

Corn Knives and Cutters

| | |
|--------------|-----|
| Bradley's. | net |
| Wadsworth's. | 50¢ |

Countersinks

| | |
|-------------------|--------|
| Mayhew's Diamond. | 40¢45¢ |
| Smith's. | 25¢ |
| Snell's. | 40¢ |
| Wheeler's Patent. | 50¢ |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|-------------------------------------|------------------------------|
| Sargent's List. | # 20¢ |
| Dixon's. | # Gro. |
| Eclipse. | 7 in., \$3.75; 9 in., \$4.25 |
| Emerald. | 5.00 |
| Orion. | 5.00 |
| Rainbow. | 5.12 |
| Solid. | 7.50 |
| Tailor black, \$5.25; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|--------|
| Kohler's. | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's. | 25¢10¢ |

Cutlery

| | |
|-------------------|-----|
| Foster's Pocket. | 40¢ |
| Carrier's Pocket. | 40¢ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|-----------|
| Walter B. Stevens & Son: | |
| Brass. | 40¢ |
| Enamored Gilt. | 30¢10¢ |
| Leather. | 40¢ |
| Union Hd'wre Co., new list. | 50¢50¢10¢ |

Door Checks

| | |
|-------------------------------|--------|
| Bardale's. | 40¢45¢ |
| Columbia. | 50¢10¢ |
| Eclipse. | 60¢10¢ |
| Home. | 50¢10¢ |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|-----|
| Empire. | 50¢ |
| Superior. | 55¢ |

Door Springs

| | |
|-----------------------------------|-------------|
| Columbian Steel. | 30¢ |
| " Faultless. | 50¢ |
| Gem (Coll), list Oct. '95. | 25¢ |
| Pullman, Perfect. | 25¢ |
| Pullman Coll. | 25¢ |
| Star (Coll), list Oct. '95. | 30¢ |
| Torrey's Rod, 29 in., # doz. net. | \$1.10¢1.25 |
| 48 in. | 8.50 |
| Victor, Coll. | 50¢10¢10¢ |
| Chicago Coll Springs. | 40¢10¢ |
| Reliance Coll Springs. | 40¢10¢ |

Drain Cleaners

| | |
|--------------------|--------|
| Iwan's Adjustable. | 55¢ |
| Iwan's Stationary. | 40¢25¢ |

Drawer Pulls

| | |
|---------------------------------------|--------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75¢10¢ |
| Sargent's list. | 60¢ |

Drawing Knives

| | |
|---------------------|-----------|
| Standard Makes. | 70¢10¢75¢ |
| Adjustable Handle. | 25¢25¢10¢ |
| Jennings & Griffin. | 60¢ |
| Watrous. | 16¢10¢ |
| L. & I. J. White. | 30¢55¢35¢ |

Drills and Drill Stocks

| | |
|---------------------------------------|--------------|
| Automatic Boring Tools, Goodell's. | 40¢25¢40¢10¢ |
| Blacksmith's. | 60¢ |
| Breast, Goodell's. | 25¢20¢ |
| Breast, Miller's Falls, each \$3.00. | 15¢10¢ |
| Steamer bench. | 30¢ |
| Hand, Goodell's. | 30¢10¢ |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$12.00. | 55¢45¢ |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|------------------------------|-------------------|
| Holt-Lyon Co.: | # Doz. # Gro. |
| No. 5 Japanned, Dasher. | |
| flared. | \$0.25 \$0.50 |
| No. 4 Japanned, 6 doz. | \$6.00 1.15 15.00 |
| No. 1, Tinned. | 1.40 18.00 |
| No. 2, Japanned, hotel size. | 1.85 22.00 |
| No. 6, Japanned, Dasher. | |
| flared. | 1.85 19.00 |
| No. 2, Tinned, hotel size. | 2.00 24.00 |

Escutcheons

| | |
|-------|-----|
| Wood. | 25¢ |
|-------|-----|

Farriers' Knives

| | |
|-------------------|--------|
| "Challenge". | # Doz. |
| | \$3.00 |
| Popes. | 5.00 |
| Wilkinson's, net. | 5.00 |
| Wostenholm's. | 2.25 |

Faucets

| | |
|------------------------------------|-----------|
| Iron Petroleum. | 70¢70¢10¢ |
| John Sommer's "Peerless," Tin Key. | 40¢ |
| "Boss," Tin Key. | 40¢ |
| "Victor," Metal Key. | 50¢10¢ |
| "Pumper," Metal Key. | 60¢ |
| "I. X. L., Cork Lined. | 50¢ |
| "Reliable," Cork Lined. | 50¢10¢ |
| "O. K., Cork Lined. | 50¢ |
| "Chicago," Cork Lined. | 60¢ |
| "Perfection," Cedar. | 40¢ |
| "No Brand," Cedar. | 50¢ |

SELF MEASURING—

| | |
|-------------------|-------------|
| Enterprise # doz. | \$36.00 |
| Lane's. | 40¢10¢ |
| | \$40.10¢25¢ |

Files

| | |
|-------------------------|-----------------|
| DOMESTIC— | |
| New list, Nov. 1, 1899: | |
| American. | 75¢10¢75¢10¢10¢ |
| Archie. | 75¢10¢75¢10¢10¢ |
| J. Barton Smith. | 75¢10¢75¢10¢10¢ |
| Dixon's. | 75¢ |
| Dixon's Superfine. | 50¢ |

IMPORTED—

| | |
|---------|--------------|
| Stub's. | Stub's list. |
| | 30¢25¢ |

Filters

| | |
|----------------------------|----------------|
| Acorn. | 50¢ |
| Fulper's Natural Stone. | \$5.00¢\$12.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|-----------|
| Am. Fish Hook Co. list. | 60¢60¢10¢ |
| Kirby & Limerick, low list (50c. base). | 10¢ |

Fishing Tackle

| | |
|---------------------------------|---------|
| Bishop's. | # Doz. |
| Level Winding Jeweled Reel. | \$78.00 |
| Level Winding Steel Pivot Reel. | 65.00 |
| Auto Even Spooler. | 30.00 |
| Gunn Cleaner. | 4.20 |
| Lightening Fish Scalper. | 3.00 |
| Fish Hook Shield. | 3.00 |

Fish Scalpers

| | |
|--------------------------|--------|
| Covert's Saddlery Works: | |
| Great American. | 60¢20¢ |

Freezers, Ice Cream

| | |
|------------------|---|
| "Alaska": | |
| Qts. 1 2 3 4 5 6 | |
| Net. | \$1.15 \$1.25 \$1.50 \$1.60 \$1.75 \$2.00 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|--------|
| Enterprise. | 20¢25¢ |
|-------------|--------|

Fry Pans

| | |
|------------------------|-----------------------------|
| Standard list. | |
| No. 1 2 3 4 | 75¢10¢ |
| # doz. | \$2.75 \$4.25 \$4.75 \$5.25 |
| No. 5 6 7 8 | |
| # doz. | \$5.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: | |
| Size AA. | Net # Gro. |
| " A. | 8.70 |
| " B. | 9.20 |
| " C. | 9.90 |

Gauges

| | |
|---|--------|
| Bemis & Call's Steel. | 50¢ |
| Clapboard. | 25¢10¢ |
| Dixon's Mortise. | 50¢ |
| Marking Mortise, etc. | 50¢ |
| Stanley's. | 35¢ |
| Starrett's Surface, Center and Scratch. | 25¢10¢ |
| Wire, Moares. | 25¢ |
| Wire, P. S. & W., low list. | 35¢45¢ |

Gimlets

| | |
|---------------------------|---------------|
| "Diamond" Gimlets, # gro. | \$4.00¢\$4.25 |
| Double Cut. | 40¢10¢50¢ |
| Metal Head. | 50¢10¢ |
| Wood Head. | 50¢ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|------------------|-----------|
| Le Pages Liquid. | 25¢25¢10¢ |
| Mystic. | 40¢ |
| Martins. | 40¢10¢ |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|--------------------------------|-----------|
| Dixon's Pure Flake: | |
| 622—1 lb. cans. | 30c. ea |
| 623—5 lb. screw top tin cans. | 35c. ea |
| 624—10 lb. screw top tin cans. | \$1.50 ea |
| 625—25 lb. boxes. | 15c. lb |
| 626—50 lb. boxes. | 14¢c. lb |
| 627—100 lb. kegs. | 14c. lb |
| 628—500 lb. barrels. | 12c. lb |

Grindstone Fixtures

| | |
|------------------------|-----------|
| Cronk's. | 50¢ |
| Forest City. | 30¢30¢10¢ |
| Sargent's Patent. | 80¢10¢10¢ |
| Stowell's Extra Heavy. | 50¢10¢10¢ |
| Stowell's Light. | 60¢10¢ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|------------------|--------|
| Brittons, # doz. | \$6.50 |
|------------------|--------|

Halters

| | |
|--------------------|--------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50¢ |
| Sisal Rope. | 30¢10¢ |
| Web Halters. | 35¢55¢ |

Hammers

| | |
|------------------------------|---------------|
| HANDLED HAMMERS— | |
| Magnetic tack, Nos. 1, 2, 3. | \$1.25 \$1.50 |
| Maydole's. | 50¢ |
| Sargent's new list. | 50¢45¢40¢10¢ |
| Fayette R. Plumb: | |
| Plumb, A. E. Hall. | 35¢47¢45¢ |
| Engineers and B. S. Hand. | 50¢12¢45¢ |
| Quaker City Hammers. | 40¢10¢ |
| Riveter and Tinner's. | 40¢25¢45¢ |

HEAVY HAMMERS & SLEDGES—

| | |
|---------------------|-------------|
| Under 3 lb 50c lb. | 30¢55¢ |
| 3 to 5 lb 40c lb. | 30¢55¢ |
| Over 5 lb 30c lb. | 30¢10¢55¢ |
| Wilkinson's Smiths. | 9¢c¢10¢¢11¢ |

Hammock Ropes

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute. | 40¢25¢ |
| Sisal. | 30¢ |

Handles

| | |
|-----------------------------|----|
| Handles | |
| WOOD— | |
| Auger, assorted, # gro..... | \$ |

| | |
|----------------------------|--------|
| Bench, first quality..... | 40¢10% |
| Bench, second quality..... | 50¢10% |
| C. E. Jennings & Co..... | 50¢10% |
| Molding..... | 50¢10% |

| IRON PLANES— | |
|----------------------------|-----------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 50&60&10% |
| Standard Tool Co. | 50&60&5% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 40% |
| Miscellaneous | 35% |

| PLANE IRONS— | |
|----------------------|-----------------|
| Buck Bros. | 50.00&5.25 to 2 |
| Butcher's | 15&10% |
| C. E. Jennings & Co. | 35% |
| Stanley R. & L. Co. | 20&5&35% |
| L. & J. J. White | |

| Pliers | |
|--------|-----------|
| Button | 75&10&75% |

| Cronk & Carrier | |
|-----------------|--|
| Pliers | |

| | |
|--------------------------|--------|
| No. 1 | 80&10% |
| " 20, net | \$3.25 |
| " 40 | 75&10% |
| " 60 | 80% |
| " 80 | 40&10% |
| " 100 | 50% |
| " 120 | 50&10% |
| " 140 | 50% |
| Wm. Johnson's Gas Pliers | 65% |
| Smith's Side Cutting | 25% |

| Plow Bolts | |
|------------|--|
| See Bolts. | |

| Plumb Bobs | |
|---------------------|-----|
| Keuffel & Esser Co. | 35% |

| Plumbs and Levels | |
|-------------------|-----------|
| Cook's | 40&10&10% |

| | |
|---------------|--------|
| Davis' | 20% |
| Inclinometers | 25&10% |
| Iron Levels | 70% |
| Diastion's | 25% |
| Machinists' | 25% |

| Pocket Levels | |
|---------------|-----|
| Stanley's | 45% |

| Duplex | |
|-----------|-----|
| Stanley's | 65% |

| Poachers | |
|-------------------|--|
| See Egg Poachers. | |

| Police Goods | |
|---------------|-----|
| Tower & Lyons | 25% |

| Polish Metal | |
|-----------------------------|-----|
| Prestoline Liquid, new list | 40% |

| | |
|--------------------------------------|-----|
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 3 oz boxes | 50 |

| | |
|-----------|--------|
| 1/2 doz. | \$4.50 |
| 1/2 gross | 1.25 |

| | |
|------------------------------------|------|
| 1/2 pound boxes, 1/2 dozen | 2.25 |
| U. S. Liquid, 8 oz cans, 1/2 dozen | 1.25 |

| | |
|---------------------------------|-------|
| 1/2 gross | 12.00 |
| Barkeeper's Friend Metal Polish | 1.75 |

| | |
|-----------|-------|
| 1/2 dozen | 18.00 |
|-----------|-------|

| Polish, Stove | |
|--------------------------------------|-----|
| Black Eagle benzine paste, 5 lb cans | 10c |

| | |
|----------------------------------|------|
| 1/2 lb | 75c |
| Black Eagle, liquid, 10 oz. cans | 9.00 |

| | |
|--|-----|
| 1/2 doz. | 65c |
| Black Jack paste, 1/2 lb cans, 1/2 gross | 50% |

| | |
|---|-----|
| Black Kid paste, 1/2 lb can, each | 10% |
| Ladd's Black Beauty, 1/2 gross, \$10.00 | 10% |

| | |
|-----------------------------------|------|
| Joseph Dixon's, 1/2 gross, \$5.75 | 2.50 |
| Dixon's Plumbago, 1/2 lb | 10% |

| | |
|------------------------------|------|
| Frederick, 1/2 gross, \$4.50 | 1.0% |
| Gem, 1/2 gross, \$4.50 | 3.50 |

| | |
|----------------------|------|
| Japanese, 1/2 gross | 3.50 |
| Jet black, per gross | 3.50 |

| | |
|---|------|
| Peerless Iron enamel, 10 oz. cans 1/2 doz | 1.50 |
| Wynn's | 70c |

| | |
|-----------------------------------|------|
| Black silk, 5 lb. pail, each | 1.00 |
| Black silk, 1/2 lb. box, 1/2 doz. | 75c |

| | |
|----------------------------------|------|
| Black silk, 1/2 oz box, 1/2 doz. | 1.00 |
|----------------------------------|------|

| Poppers, Corn | |
|---------------|-----------------|
| Square | 1/2 Doz 1/2 Gro |

| | |
|-----------|--------|
| 1 qt. | \$9.00 |
| 1 1/2 qt. | 11.00 |

| | |
|-------|-------|
| 2 qt. | 18.50 |
|-------|-------|

| Post Hole Diggers | |
|-------------------|-----|
| Avery's | 60% |

| | |
|------------------------------------|---------|
| Diastion's Samson Digger, 1/2 doz. | \$34.25 |
| Kohler's | |

| | |
|--------------|-----------------------|
| Little Giant | 1/2 doz., net \$12.00 |
| Hercules | 9.50 |

| | |
|------------|------|
| Invincible | 9.00 |
| Pioneer | 7.30 |

| | |
|--------------|-------|
| Universal | 13.00 |
| New Champion | 5.00 |

| | |
|--------|-------------------|
| Rival | 5.00 |
| Ryan's | 1/2 doz., \$20.00 |

| | |
|------------|--------------------------|
| Iwan's | 1/2 doz. net \$6.75&7.00 |
| Perfection | 7.25&7.50 |

| | |
|--------------------------|----------------|
| Rockford Tack & Nail Co. | |
| Rockford brand | 1/2 doz., 6.50 |

| | |
|---------------|------|
| Atlas pattern | 7.50 |
|---------------|------|

| Post Hole Augers | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |

| | |
|-----------------------|------|
| Vaughan's, 4 to 9 in. | 6.00 |
|-----------------------|------|

| Potato Hooks, Etc | |
|-------------------|-----------|
| Hoe Down Hooks | 75&10&25% |

| | |
|--------------|-----------|
| Hop Hooks | 60&10&35% |
| Potato Hooks | 70 |

| Powder | |
|-----------------|--|
| See Ammunition. | |

| Presses | |
|------------------------------|--|
| See Fruit and Jelly Presses. | |

| Primers | |
|-----------------|--|
| See Ammunition. | |

| Pruning Hooks and Shears | |
|------------------------------------|------|
| Cronk's Pruning Shears, all styles | 35&5 |

| | |
|---|-----|
| Diastion's Combined Pruning Hook and Saw, 1/2 doz., \$15.00 | 30% |
| Diastion's Pruning Hook, 1/2 doz., \$12.00 | 30% |

| | |
|----------------|--------|
| Smith's | |
| Pruning Shears | 60&10% |

| | |
|-----------------------|-----|
| Rockdale Pruners | 35% |
| Standard Tree Pruners | 75% |

| | |
|---------------------------------|-----|
| E. S. Lee & Co.'s Pruning Tools | 40% |
| P. S. & W. Co.'s Shears | 40% |

| | |
|----------------------|--------|
| Waters' Tree Pruners | 75&10% |
|----------------------|--------|

| Pulleys | |
|---------|-----------|
| Awning | 50&60&10% |

| | |
|-------------|-----------|
| Axle | 50&10&20% |
| Brass screw | 45&10% |

| | |
|------------------------|-----------|
| Coiling | 50&10&20% |
| Clothes line, Japanned | 60% |

| | |
|------------|-----------|
| Common Saw | 60% |
| Dumb Water | 60&60&10% |

| | |
|--------------------|--------|
| Empire Bush Pulley | 75&10% |
|--------------------|--------|

| | |
|-----------|----|
| All steel | 0% |
|-----------|----|

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|-------------------------|----|
| Grand Rapids, all steel | 0% |
|-------------------------|----|

| | |
|---------------------------------------|--------|
| Hay Fork, swivel eye, 1/2 doz., 1 in. | \$3.75 |
| 1 in. | \$5.00 |

| | |
|--------------------------|--------|
| Hay Fork, Hartz, 1/2 in. | \$6.00 |
| 50&10% | |

| | |
|-------------------------------|--------------|
| Hay Fork, 5 in. solid, \$5.70 | 50% |
| Hot House | 50&10&50&10% |

| | |
|--------------------------------------|-----|
| Stowell's Anti-Friction, 5 in. wheel | 40% |
| 1/2 doz., \$12.00 | 40% |

| | |
|---------------------|-----|
| Side, Anti-Friction | 40% |
| Shade rack | 45% |

| | |
|---------|--------------|
| Upright | 50&10&50&10% |
|---------|--------------|

| Pumps | |
|----------------------|-----------|
| Cistern, best grades | 60&80&10% |

| | |
|----------------------------|--------|
| Pitcher Spout, best grades | 75&80% |
| Power Pumps, Myers' | 50% |

| | |
|-----------------------|--------|
| Spray Pumps, Myers' | 50&10% |
| Spray Pumps, Kohler's | |

| | |
|--------------------------|--------|
| Daisy, net 1/2 doz. | \$7.50 |
| Mechanical, net 1/2 doz. | 7.50 |

| | |
|---|-------|
| F. E. Myers & Bro., low list | |
| No. 1, Fig. 828, 3 1/2 in. Shallow Well | 19.00 |

| | |
|---|-------|
| Pump | 15.00 |
| No. 8, Fig. 828, 3 1/2 in. Shallow Well | 15.00 |

| | |
|----------------------------------|-------|
| Pump | 15.00 |
| No. 8, Fig. 807, 3 in. Deep Well | 15.00 |

| | |
|---------------------------------------|-------|
| Pump | 17.00 |
| No. 14, Fig. 821, 3 in. Deep or Shal- | |

| | |
|-----------------------------------|-------|
| low Well Pump | 15.00 |
| No. 82, Fig. 828, 3 in. Deep Well | 17.00 |

| | |
|--------------------------------------|-------|
| Pump | 14.00 |
| No. 54, Fig. 831, 3 in. Shallow Well | 14.00 |

| | |
|-------------------------------------|-------|
| Pump | 17.00 |
| No. 59, Fig. 832, 3 1/2 in. Shallow | |

| | |
|---------------------------------------|-------|
| Well Pump | 17.00 |
| No. 70, Fig. 838, 2 1/2 in. Deep Well | 15.00 |

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|-----------------------------------|-------|
| Pump | 15.00 |
| No. 72, Fig. 838, 3 in. Deep Well | 15.00 |

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|------------------------------------|-------|
| Pump | 9.00 |
| No. 102, Fig. 448, 3 in. Lift Pump | 11.00 |

| | |
|--|------|
| No. 128, Fig. 510, 3 in. Lift Pump | 7.00 |
| No. 131, Fig. 510, 3 1/2 in. Lift Pump | 8.50 |

| | |
|----------------------------------|-------|
| No. 225, Fig. 889, Windmill Pump | 13.50 |
| No. 235, Fig. 408, Windmill Pump | 16.00 |

| | |
|-------------------------------------|-------|
| No. 240, Fig. 408, Regulator Pump | 28.00 |
| No. 502, Fig. 477, Spray Pump, com- | |

| | |
|-----------------------------------|-------|
| plete | 11.50 |
| No. 380, Fig. 547, Knapsack Spray | 10.00 |

| | |
|--------------------------------|--|
| Pump | |
| Discount 50% f. o. b. Ashland. | |

| | |
|----------------------------------|------|
| No. 368, Fig. 518, Low Down Tank | 5.00 |
| Force Pump, net | 5.00 |

| | |
|---------------------------------|------|
| No. 380, Fig. 492, Bucket Spray | 2.00 |
| Pump, net | |

| Punches | |
|--------------------|--|
| Bemis & Call Co.'s | |

| | |
|------------------|-----|
| Cast Steel Drive | 50% |
| Morrill's | 50% |

| | |
|----------------|-----|
| Niagara Hollow | 45% |
| Niagara Solid | 45% |

| | |
|--------------------------|--------|
| Saddlers' or Drive, good | 60&65% |
| Snells' Tanners' | 40&5% |

| Rail | |
|--------------------------|-------------|
| Barn Door, Light, Inches | 1/2 1/2 1/2 |

| | |
|---|------------------|
| 1/2 100 feet | \$1.40 1.36 2.80 |
| Barn Door, "None Better" No. 1, 1/2 ft. | 54c |

| | |
|---|----|
| Barn Door, "None Better" No. 2, 1/2 ft. | 4c |
| R. D. for N. E. Hangers | |

| | |
|----------------------------|-----|
| Angular, 1/2 ft., 6c | 70% |
| Double Flange, 1/2 ft., 8c | 70% |

| | |
|------------------------|---------|
| Cronk's | 1/2 ft. |
| O. N. T. style, No. 18 | 24c |

| | |
|-----------------------|-----|
| Double braced, No. 10 | 25c |
| Lane's | |

| | |
|----------------------------------|--------|
| O. N. T. 1 in., 1/2 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 8.00 |

| | |
|-------------------------|------|
| O. N. T. 1 1/2 in., net | 4.00 |
| O. N. T. 1 1/2 in., net | 4.00 |

| | |
|------------------------------|------|
| Hinge Hanger, 1 in., 100 ft. | 8.95 |
| 1 1/2 in. | 8.95 |

| | |
|-------------------------------------|-----|
| Stowell's Wrought steel | 25% |
| Sliding Door, Bronzed Wrought Iron, | |

| | |
|--|-----|
| 1/2 ft. | 64c |
| Sliding Door, Steel, Brass Plated, 1/2 ft. | 64c |

| | |
|---|------|
| Sliding Door, Wrought brass, 1 1/2 in 1/2 lb. | 2.50 |
| 1 1/2 in. | 2.10 |

| | |
|--------|------|
| " 14th | 2.25 |
| " 18th | 2.40 |

| | |
|-------------------------------|---------------|
| Victor Track Rail, 7c 1/2 ft. | 80&10&23 1/2% |
|-------------------------------|---------------|

| Rakes, Horse | |
|--------------|-----|
| Diastion's | 75% |

| | |
|--------------------------|-------------|
| New Nicholson Horse Rasp | 70&10&75&5% |
| See also Files. | |

| Razors | |
|----------|----------|
| Electric | List Net |

| | |
|---------|-----|
| Boracic | 60% |
| Fox | 50% |

| | |
|------------------------------------|-----|
| J. R. Torrey Razor Co. | 50% |
| Wostenholm & Butcher, \$10.00 to 2 | 10% |

| Razor Hones | |
|---------------|--|
| Pike Mfg. Co. | |

| | |
|-------------------------------------|-----|
| Belgian German and Swaty, all sizes | 50% |
| Pike's Selling Assortments: | |

| | |
|------------------|-------------|
| Assortment No. 1 | \$18.00 net |
| " No. 2 | 10.00 net |

| Registers and Ventilators | |
|---------------------------|--|
| HOT AIR— | |

| | |
|--------------------------------|--|
| New list, July 1, 1906: | |
| Black Japanned, White Japanned | |

| | |
|--------------------------------------|-----------|
| Bronzed Finishes, Electro-Plated and | |
| Nickel Plated | 70&70&10% |

| | |
|------------------------------|-----|
| White Porcelain | 80% |
| Solid Brass and Bronze Metal | 50% |

| Revolving Chimney Tops | |
|------------------------|-----|
| Iwans' Volcano | 55% |

| Rifle Cleaners | |
|----------------|--|
| Bishops' | |

| | |
|------------------------------------|--------|
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |
|------------------------------------|--------|

| Rings | |
|-------------------------|--|
| See Bull and Hog Rings. | |

| Rivets and Burrs | |
|------------------|--|
| COPPER— | |

| | |
|-----------------|----------|
| Belt with Burrs | 45&45&5% |
| Hose with Burrs | 45&45&5% |

| IRON OR STEEL— | |
|-------------------------|--|
| New list, Jan. 8, 1904. | |

| | |
|---------------|----------|
| Miscellaneous | 75&75&5% |
|---------------|----------|

| Rivet Sets | |
|--------------|-----|
| Regular list | 70% |

| Rollers, Stay | |
|---------------|--|
| Cronk's | |

| | |
|-----------|---------------------|
| No. | 50 55 56 60 65 |
| 1/2 dozen | 90c 80c 75c 75c 75c |

| Rope | |
|-------------|--------|
| Cotton Rope | 1/2 Lb |

| | |
|-------------------------|-----|
| Best 1/2 in. and larger | 16c |
| Medium | 14c |

| | |
|--------------------|-----|
| 1/2 in. and larger | 10c |
| Common | 10c |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural ImplementsGeneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.**Animal Pokes**

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

"Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger BitsJohn H. Graham & Co., New York
C. E. Jennings & Co., New York**Automatic Door Catches**

E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York

Automobiles

J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Sundries

Geo. W. Nock Co., Philadelphia, Pa.

Awning

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

AxesNational Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.**Axle Grease**Frazier Lubricator Co., Chicago, Ill.
Snowflake Axle Grease Co., Fitchburg, Mass.**Axle Oil**Frazier Lubricator Co., Chicago, Ill.
The Frank Miller Co., New York
Snowflake Axle Grease Co., Fitchburg, Mass.**Babbitt Metal**

Magnolia Metal Co., New York

Bank Locks

The Yale & Towne Mfg. Co., New York

Barbers' Supplies

Krant & Dohnal, Chicago, Ill.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet ForksAmerican Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Beet Hoes**American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.**Bellows, Smiths'**

C. E. Jennings & Co., New York, N. Y.

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Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters

Chandler & Farquhar, Boston

BeltingAmea Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.**Bench Shears**

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle SundriesCushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.**Bits**Alfred Field & Co., New York
C. E. Jennings & Co., New York**Blocks, Tackle**

Lane Bros., Poughkeepsie, New York

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Columbus Bolt Works, Columbus, O.

Boring MachinesAjax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York**Box Corner Fasteners**

Cary Mfg. Co., New York

Box Hasps and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Braces, CarpentersJohn H. Graham & Co., New York
C. E. Jennings & Co., New York**Brackets, Shelf**

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn.

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

Builders' HardwareChampion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggs Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York**Butcher Knives, Tools and Steels**John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.**Butchers' Scales**

John Chatillon & Sons, New York

Butchers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Butts, DoorBommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.**Butts, Spring**Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago**Cabinet Hardware**

The Yale & Towne Mfg. Co., New York

Cabinets, Medicine

Udell Works, Indianapolis, Ind.

CalipersAlfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.**Camping Outfits**

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can OpenersJohn H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.**Carpenters' Pencils**

Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Casters

Faultless Caster Co., Nebraska City, Neb.

Casters (Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

ChainsCovert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.
Fuller Bros., New York
Oneida Community, Oneida, N. Y.**Chain Blocks**

The Yale & Towne Mfg. Co., New York

Chains, CowCovert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.**Chains, Halter**

Oneida Community, Ltd., Kenwood, N. Y.

Chains, SashOneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.**Chair Seats**

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, FirmerAlfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.**Chute, Coal, Wood, Vegetable**

Chappell Furnace Co., Morenci, Mich.

Cigar Makers' Cutting Tools

Krant & Dohnal, Chicago, Ill.

ClampsNorth Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.**Cleavers**John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.**Clippers**

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York**Closet Pulls**

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snowflake Axle Grease Co., Fitchburg, Mass.

Coasters

S. L. Allen & Co., Philadelphia, Pa.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice MillsEnterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.**Coke Forks**

Geneva Tool Co., Geneva, O.

Combination Squares

A. W. Hight, Toledo, O.

Conductor Pipe

Am'can Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Copper Ware

Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork PullersEnterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.**Corkscrews**Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York**Corn Hooks**

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled HairBaeder, Adamson & Co., N. Y., Phila.
Boston and Chicago**Curry Combs**

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

CutleryDavies Automatic Shear Co., New York
Krant & Dohnal, Chicago, Ill.**Cutlery, Pocket**John Chatillon & Sons, New York
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England**Cutlery, Table**Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England**Cut Nails**

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

DampersFanner Mfg. Co., Cleveland, O.
Taylor & Boggs Foundry Co., Cleveland, O.**Diamond Tools**

The Taitte Co., Stroudsburg, Pa.

Dies, SteelSchwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.**Display Racks**

Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles

Alfred Field & Co., New York

Door HoldersCaldwell Mfg. Co., Rochester, N. Y.
Superior Spring Hinge Co., Chicago, Ill.**Door Check and Spring (Blount)**

The Yale & Towne Mfg. Co., New York

Door Checks and Springs

Caldwell Mfg. Co., Rochester, N. Y.

Drawer Pulls

Champion Safety Lock Co., Geneva, O.

Drawing InstrumentsKeuffel & Esser Co., New York
L. S. Starrett Co., Athol, Mass.**Drawing Knives**C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.**Drills, Bench**Chandler & Farquhar, Boston, Mass.
(See Twist Drills)**Dry Goods Trucks**

Geo. P. Clark Co., Windsor Locks, Conn.

Dumb Waiters

Kimball Bros. Co., Council Bluffs, Iowa

Dye House Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

- Ears, Knobs and Handles**
Berger Bros. Mfg. Co., Philadelphia, Pa.
- Edge Tools**
L. & I. J. White Co. Buffalo, N. Y.
- Egg Beaters (Dover)**
Holt Lyon Co., Tarrytown, N. Y.
- Electric Bells and Supplies**
John H. Graham & Co., New York
- Electric Supplies**
Geo. W. Nock Co., Philadelphia, Pa.
- Elevators**
Kimball Bros. Co., Council Bluffs, Iowa
- Emery**
The Tanite Co., Stroudsburg, Pa.
- Emery and Garnet Paper**
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago
- Emery Glue**
The Tanite Co., Stroudsburg, Pa.
- Emery Paper and Cloth**
Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Enamel Ware (Ten Cent)**
Baltimore Stamping Co., Baltimore, Md.
- Envelope and Stamp Lubricators**
Pelouze Scale & Mfg. Co., Chicago
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and New York
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Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Faucets, Metal**
John H. Graham & Co., New York
- Fences (Steel Picket)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences (Wire)**
Glen Mfg. Co., Ellwood City, Pa.
- Fences, Wire and Iron**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Field Hoes**
Geneva Tool Co., Geneva, O.
- Files**
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.
- Fillers, Wood**
E. E. Nice, Philadelphia, Pa.
- Filters**
Buffalo Mfg. Co., Buffalo, N. Y.
Champion Safety Lock Co., Geneva, O.
Fulper Pottery Co., Flemington, N. J.
- Fire Arms**
Alfred Field & Co., New York
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Fishing Reels**
A. F. Metcalf & Bro., Newark, N. J.
- Fishing Tackle**
Clark, Horrocks Co., Utica, N. Y.
Enterprise Mfg. Co., Akron, Ohio.
- Flint Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Floor Plates**
American Tube and Stamping Co.,
Bridgeport, Conn.
- Food Choppers**
Enterprise Mfg. Co. of Pa., Phila., Pa.
- Forgings, Carriage**
Columbus Bolt Works, Columbus, O.
- Forks**
American Fork & Hoe Co., Cleveland, O.
- Freezers (Ice Cream)**
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.
- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
- Galvanized Hoops, Bars & Bands**
Harold McCalla, Philadelphia, Pa.
- Galvanized Wire**
Fuller Bros. & Co., New York
- Galvanized Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Garbage Cans**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes--Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Garden Trowels (Never Break)**
Avery Stamping Co., Cleveland, Ohio.
- Garnet Paper**
Baeder & Adamson Co., Phila. and N. Y.
- Gas Pliers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
- Gas Stoves**
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Gauges, Butt**
Stanley Rule and Level Co., New York
- Gimlets**
C. E. Jennings & Co., New York.
- Glass Cutters**
W. L. Barrett, Bristol, Conn.
- Glue**
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago
- Grain Cradles**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Graphite**
Jes. Dixon Crucible Co., Jersey City, N. J.
- Grass Hooks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Grinding Machines**
The Tanite Co., Stroudsburg, Pa.
- Gummers, Saw**
Henry Diaston & Sons, Phila., Pa.
- Guns**
Alfred Field & Co., New York
Harrington & Richardson Co., Worcester
Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.
- Hack Saws (Sterling)**
Diamond Saw & Stamping Co., Buffalo,
N. Y.
West Haven Mfg. Co., New Haven, Conn.
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saws (Universal)**
West Haven Mfg. Co., New Haven,
Conn.
- Hair Felting**
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago
- Halter Chains**
Covert Mfg. Co., Troy, N. Y.
- Halters, Web and Rope**
Covert Mfg. Co., Troy, N. Y.
- Hammers**
Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York
- Hammers, Adz-Eye**
Henry Cheney Hammer Co., Little Falls,
New York
- Handles, Tool**
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.
- Hangers, Barn Door**
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Hangers, Coat and Hat**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
- Hangers, Joist and Wall**
Van Dorn Iron Works, Cleveland, O.
- Hangers, Parlor Door**
Lane Bros. Co., Poughkeepsie, N. Y.
- Hangers, Pipe**
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.
- Hardware Mfrs' Agents, Etc.**
John H. Graham & Co., New York
Robert Murray, New York
- Hardware Specialties**
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleve-
land, O.
- Harness Dressing**
Frank Miller Co., New York, N. Y.
- Harness Oil**
Frazer Lubricator Co., Chicago, Ill.
- Harness Snaps**
Covert Mfg. Co., Troy, N. Y.
- Harness Soap**
Frazer Lubricator Co., Chicago, Ill.
- Hatchets**
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.
- Hasps and Staples**
McKinney Mfg. Co., Allegheny, Pa.
- Hay Carrying Tools**
F. E. Myers & Bro., Ashland, Ohio
- Hay Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Header Forks**
Geneva Tool Co., Geneva, O.
- Hinges**
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
- Hoisting Machinery**
Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.
- Household Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Hoof Oil**
Frazer Lubricator Co., Chicago, Ill.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Onida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
Am. Shearer Mfg. Co., Nashua, N. H.
- Horse Nails**
Capwell Horse Nail Co., Hartford, Conn.
- Horse Rasps**
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.
- Hot Pan Lifters**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Ice Balances**
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Inclinometers**
Bradford Union Mfg. Co., Bradford, Pa.
- Ironing Boards**
Tyrone Ironing Board Co., Tyrone, Pa.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago,
Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport,
Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Keys and Blanks**
Geo. W. Nock Co., Philadelphia, Pa.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago.
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Landing Nets, Ring, Staff**
A. F. Metcalf & Bro., Newark, N. J.
- Lawn Fences**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jes. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.
- Levels**
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**
Bradford Union Mfg. Co., Bradford, Pa.
- Lifting Jacks**
Barth Mfg. Co., Milwaukee, Wis.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks**
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.
- Locks and Knobs**
John H. Graham & Co., New York
- Locksmiths' Supplies**
Geo. W. Nock Co., Philadelphia, Pa.
- Lubricants**
Jes. Dixon Crucible Co., New York and
Jersey City, N. J.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.
- Machinists' Tools**
Barnes Tool Co., New Haven, Conn.
Henry Diaston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
- Manure Forks**
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
- Manure Hooks**
Geneva Tool Co., Geneva, O.
- Mats and Matting, Rubber**
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey
- Measuring Pumps**
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Koufel & Esser, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops

Bay State Mop Co., Woburn, Mass.

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York.

Oil Cans

Atlantic Stamping Co., Rochester, N. Y.
A. F. Meiselbach & Bro., Newark, N. J.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber

Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints

Joe. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Engene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Patents

Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils

Joe. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove

Joe. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ill.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishing Pastes

The Tanite Co., Stroudsburg, Pa.

Postal Scales

Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Post Office Lock Boxes

The Yale & Towne Mfg. Co., New York.

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and
Sheffield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Reamers

C. E. Jennings & Co., New York

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co. Philadelphia
Standard Register Co., Cleveland, Ohio.

Reversible Nippers

The Nettleton Mfg. Co., Middletown, Conn.

Revolvers

Harrington & Richardson Arms Co., Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton, Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels

Geo. P. Clark Co., Windsor Locks, Conn

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Koufel & Esser, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adamson & Co., New York,
Philadelphia, Boston and Chicago

Sash Chains

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport, Conn.

Sash Hangers

E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Cincinnati, Ohio.
Henry Dismen & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Gummers

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Drivers

The Ducharmes Co., Shelburne Falls, Mass.
John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co., Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seed Sowers

Cyclone Seeder Co., Urbana, Ind.

Seals

Schwerdtle Stamp Co., Bridgeport, Conn

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
R. Heinich's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

Piqua Bracket Co., Piqua, Ohio

Shot Guns

Harrington-Richardson Arms & Tool Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Shovels

A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

Shovels, Spades and Scoops

Avery Stamping Co., Cleveland, Ohio.

Sidewalk Chisels

Geneva Tool Co., Geneva, O.
L. & I. White Co., Buffalo, N. Y.

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- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprise Mfg. Co. of Pa., Phila.
Henry Diston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
- Sleds**
S. L. Allen & Co., Philadelphia, Pa.
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Special Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila., Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Springs, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
Henry Diston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.
- Squares (Universal)**
The Doby & Shinn Mfg. Co., New York, N. Y.
- Stamps, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn
- Staple Pullers**
Cronk & Carrier Mfg. Co., Elmira, N. Y
- Stay Rollers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Steamfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Barnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Dies**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Door Buttons**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**
Schwerdtle Stamp Co., Bridgeport, Conn
- Steel Measuring Tapes**
Kenfel & Essner, New York
L. S. Starrett Co., Athol, Mass.
- Steel Rules**
L. S. Starrett Co., Athol, Mass.
- Stencils**
Schwerdtle Stamp Co., Bridgeport, Conn
- Step Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
Milbradt Mfg. Co., St. Louis, Mo.
- Stocks and Dies**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
- Stock Food**
Frazer Lubricator Co., Chicago, Ill.
- Stone Hooks**
Geneva Tool Co., Geneva, O.
- Stove Trimmings**
Fanner Mfg. Co., Cleveland, O.
- Strapping Belts**
Ames Sword Co., Chicopee, Mass.
- Street Hoes**
Geneva Tool Co., Geneva, O.
- Strops, Razor**
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.
- Sugar Beet Tools**
Geneva Tool Co., Geneva, O.
- Tables, Folding**
Udell Works, Indianapolis, Ind.
- Tack Pullers**
F. E. Ellis & Son, Milldale, Conn.
John H. Graham & Co., New York
- Tackle Blocks**
Boston & Lockport Block Co., Boston, Mass.
- Tailors' Shears**
R. Heinisch's Sons Co., Newark, N. J.
- Ten Cent Specialties**
Franklin Specialty Co., Reading, Pa.
- Tents**
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.
- Thistle and Dock Diggers**
Geneva Tool Co., Geneva, O.
- Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**
Berger Bros. Co., Philadelphia
- Tinners' Snips**
R. Heinisch's Sons Co., Newark, N. J.
- Tool Chests and Cabinets**
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
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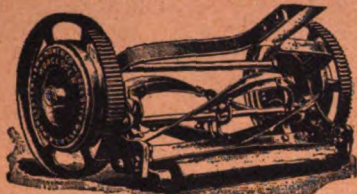
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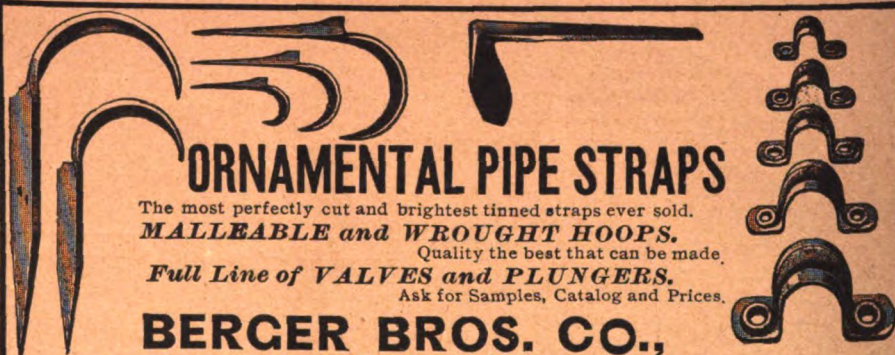
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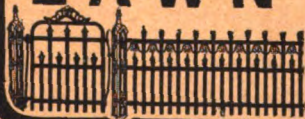
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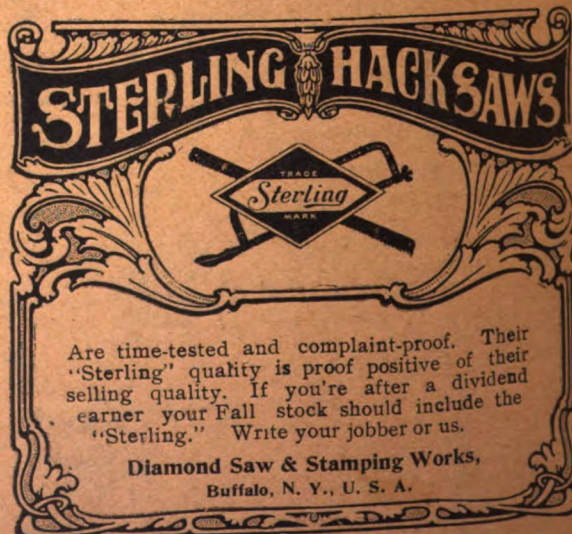
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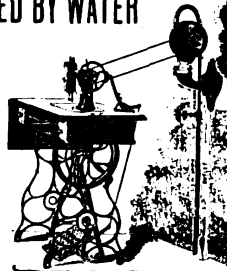


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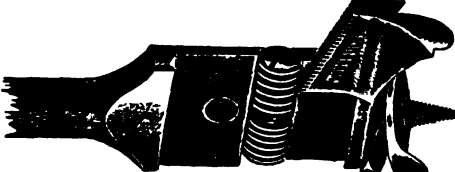

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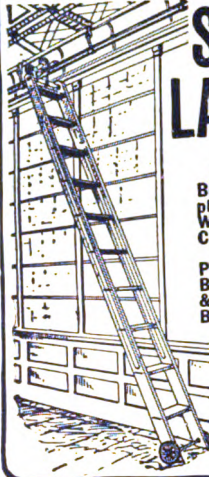
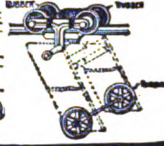
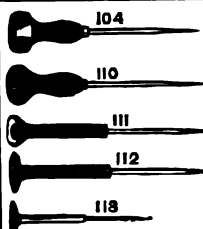
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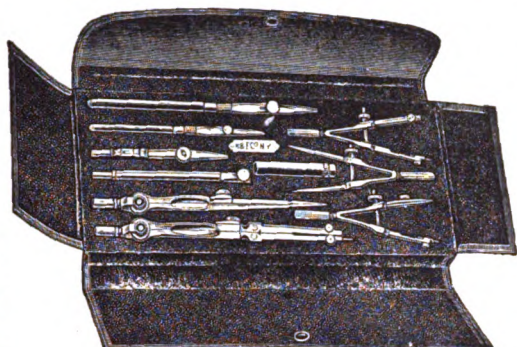
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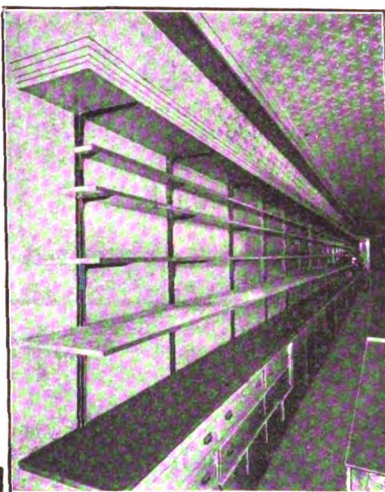
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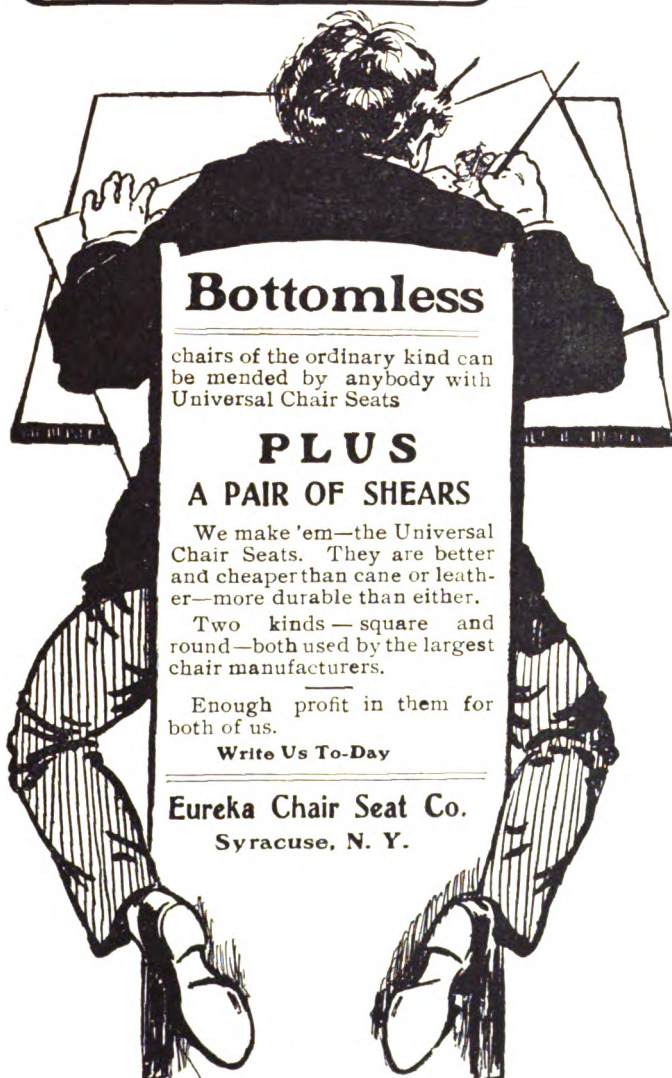
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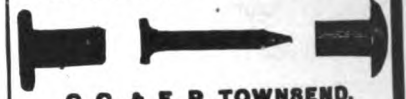
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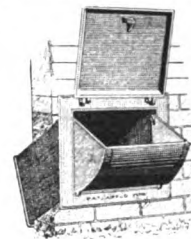
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No smoke—smell—evaporation. No cook needed.

15 days trial.

Money refunded if results are not as guaranteed. Send for illustrated booklet, terms and prices.

AGENTS WANTED.

Caloric Fireless Cookstove Co.

124 Pearl Street

GRAND RAPIDS, MICH

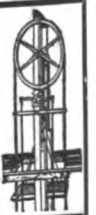


Improved Quick and Easy Rising Steam, Electric and Hand Power ELEVATORS

Send for Circulars.

Kimball Bros. Co.,

1013 Ninth St., Council Bluffs, Ia.
KIMBALL ELEVATOR CO., 120 Cedar St., New York.
39 Vincent St., Cleveland, O.



Robert Murray.

24 Duane St.,
New York City.

General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

"Globe" Lawn Mowers

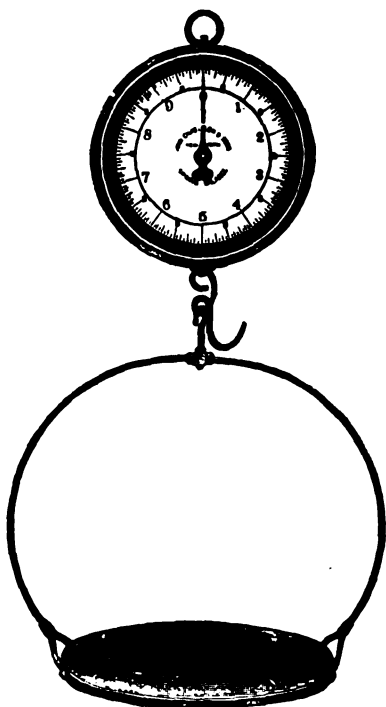
Our catalog tells all about them. Best mowers at any price.

GLOBE LAWN MOWER CO.
Reading, Pa.



CHATILLON SPRING SCALES.

OUR attention having been called to the fact that inferior makes of Spring Scales are being sold to butchers as "Chatillon" Scales, we deem it due to the trade and to ourselves, in order to protect the merits of our Spring Scales, so well and favorably known for more than sixty years, to inform you that every Spring Scale manufactured by us

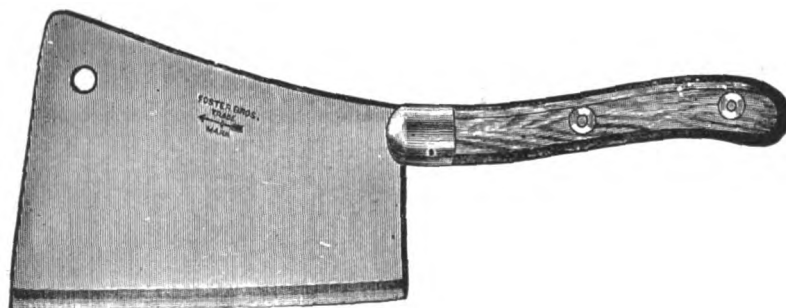


has our name as makers plainly on the dial, thus:



and any scale without this name on the dial is NOT A GENUINE CHATILLON SCALE.

FOSTER BROS.' BUTCHER KNIVES, CLEAVERS, STEELS, ETC.



These Tools are recognized in the Markets, Packing Houses and Abattoirs throughout the United States as the standard of excellence, quality being the first consideration. We carry in stock every style and size of Knives, Cleavers and Steels used in cutting meat; also Knives for kitchen use in Hotels, Restaurants and for domestic purposes.

FRIEDERICH DICK'S MAGNET DIAMOND STEELS.



By careful workmanship and the use of a special steel in their manufacture THEY HAVE BECOME FAMOUS THROUGHOUT THE WORLD.

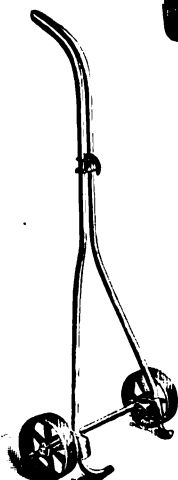
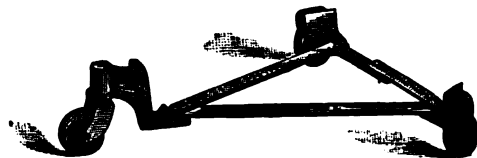
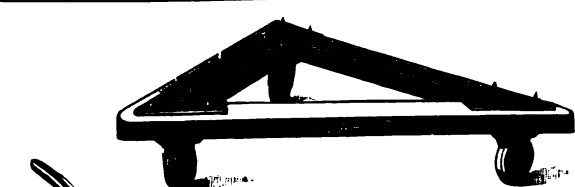


Finest Quality American Pocket Cutlery in large variety. Knives that are good sellers and will give satisfaction to the user.

ESTABLISHED 1835

JOHN CHATILLON & SONS, New York City.

85 to 93 CLIFF STREET and 12 JACOB STREET.



Clark's Barrel and Ash Can Trucks

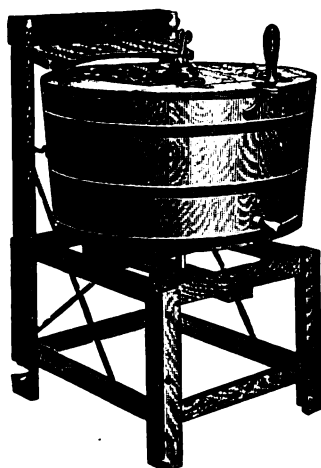
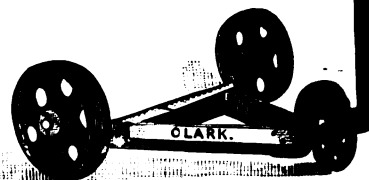
Trucks are made in various sizes and styles, making a complete line of trucks for handling barrels of all sizes and in any position desired.

SEND FOR CATALOGUE

THE GEO. P. CLARK CO.

Dept. A

WINDSOR LOCKS, CONN.



... THE ...

WHITE DAISY

The Most Perfect Rubber Type of Washer Ever Produced

Double Ball Bearing Throughout, Corrugated Tub, Hinged Cover, Adjustable Drip Board, and Fully Guaranteed.

WHITE LILY WASHER CO.
Toledo, O. Davenport, Ia.

AGENCY JOSEPH RODGERS & SONS, LTD.
FOR CENTURIES THE WORLD RENOWNED HOUSE OF
JOSEPH RODGERS & SONS, Ltd.
SHEFFIELD, ENGLAND

Has had neither equals nor superiors in the manufacture of

Carving Knives
and Forks, Table
Cutlery, Scissors,

CORPORATE MARK

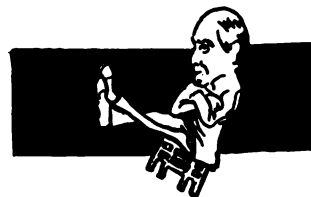


Razors, Hunting
and Bowie Knives,
Pocket Cutlery, &c.

ALFRED FIELD & CO., 93 Chambers St., New York

I CAN SELL YOUR PATENT

My New Method brings quick results. Send for booklet.
O. J. HAEGLER, 14 So. Broad St. Phila., Pa.



Think It Over



whether you can afford to spend your money on

5-10-15

Cents Specialties
worth less than that.

All our Specialties are so well made and finely finished that all our customers wonder how we can sell them at that price.

We don't wonder they come back to us with duplicate orders.

A trial order will convince you.

Send for catalog.

Franklin Specialty Co.

807-908 Cherry St.,

Reading, Pa.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRING
SAVES RECOATING
Send for Samples and Circular
STOWELL MFG. CO.
JERSEY CITY, N. J.



SEE HERE, MR. HARDWARE DEALER

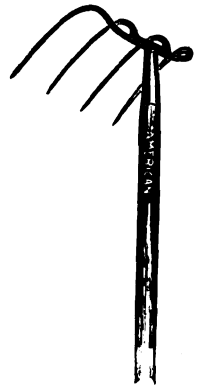
Have you ever taken time to sit down and consider Farm and Garden Hand-Tools *real seriously?*

They are used *every day, in every kind of work* on the farm.

There is a certain kind of tool that is best for each particular kind of work. They are time and labor saving tools.

The farmer wants them. You can't keep him from buying them if he sees them in your store. Write for our big Catalog.

American Fork & Hoe Co., - - Cleveland, O.



HARDWARE'S CATALOG FILE IS COMPLETE

If you cannot find what you want in our "Hardware Buyers Directory" write us at once. By reference to our Catalog File we can give you immediately the desired information. Write us, wire, or telephone.



NOW IS THE TIME.

Don't wait until tomorrow but write at once for the exclusive agency for the
ROYAL BLUE WASHING MACHINE

Finished in natural color of wood. Hoops and castings painted with Royal Blue Enamel.

H. F. BRAMMER MFG. CO.,
1466 W. 2nd St. DAVENPORT, IOWA.

Mop is wrung by springs



Dana
Peerless

This is the freezer
that sells.



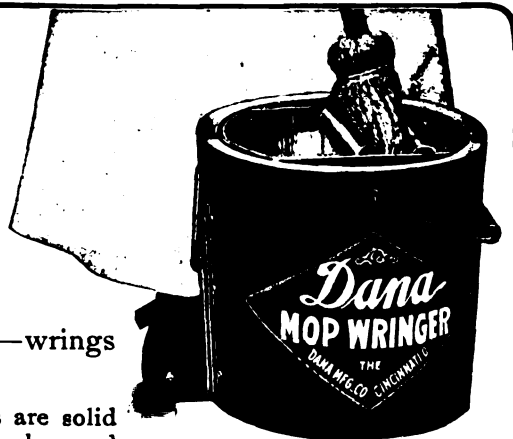
Write
for
Dana
Food
Chopper
catalog.

Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. *Pressure that wrings mop is from a spring, not from the foot.* Two springs, one on either side are independent of each other, pressure adjusts itself to any unevenness of mop—wings all of mop thoroughly.

Bucket is strong and extra braced. Rollers are solid maple and *never* stick. Attractively labeled—make good display in your store—sure to please customers.

Ask your jobber.

THE DANA MFG. CO., Cincinnati.



Prepare for magazine advertising.

10 Warren Street, N. Y.

KEYS
and
BLANKS
of all Descriptions



Locksmith's and Electric Supplies

Send for Catalogue.
Geo. W. Nock Co.
126 N. 4th St.
Philadelphia, Pa.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS—
SAVES RECOATING—
SAVES RENEWING—
Send for Sample or Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N. J.

Every Hardware Dealer

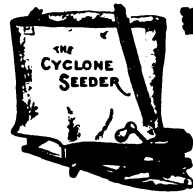
recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.
160 Mill St.
ELLWOOD CITY, - PA.



IF you are
after the **BEST**
SEEDERS

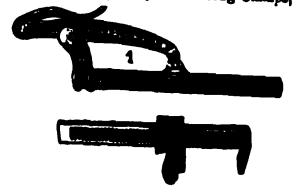
that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers. Write for price today.

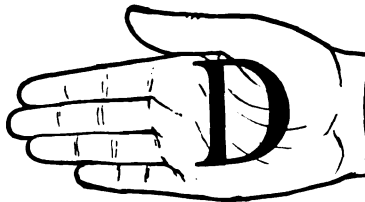
CYCLONE SEEDER CO., Urbana, Ind.

HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.
E. E. JOSEFF MFG. CO.,
BUFFALO, N. Y.



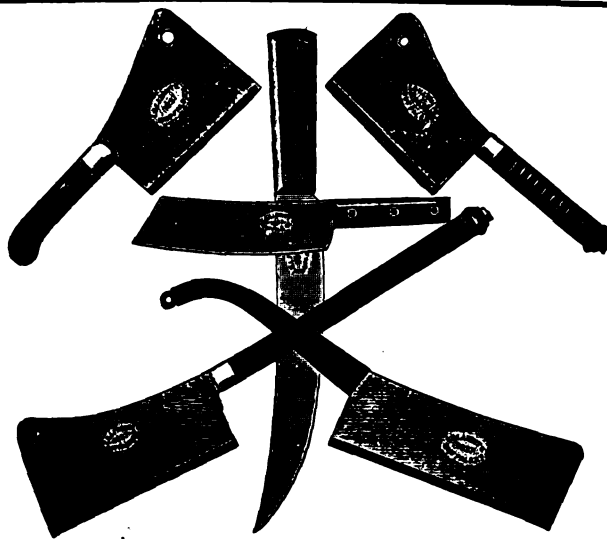
LOOK TO OUR TRADE MARK ON THE PERFECT NAIL
It protects you against imperfection. The "Perfect"



Will stand more wear and tear than any other.

Hammer-forged from Sanderson Steel. Cup-pointed; has corrugated grip. Send for catalogue. It shows the rest of our line.

THE DUCHARMES & CO., Shelburne Falls, Mass.
N. Y. Representative, **JOS. F. MCCOY CO., 157 Chambers St., N. Y.**

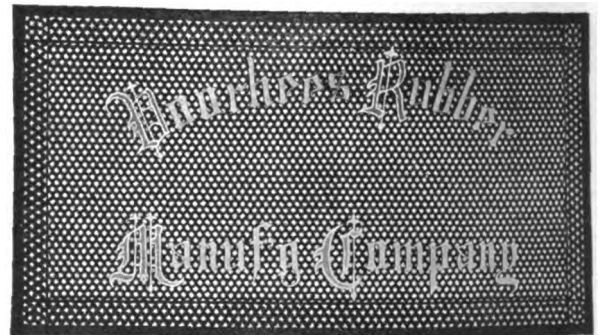


BUTCHERS' TOOLS

OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels—have been made by us for nearly three-quarters of a century. They are the best that money can buy.

The L. & L. WHITE CO.



VOORHEES

**RUBBER MATS
AND MATTING**

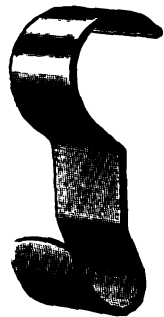
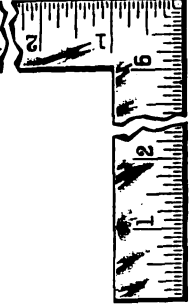
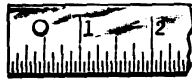
Just a trial order is all we ask of you.

It will prove our ability to make excellent goods. More than that.

You will become our steady customer.

A postal will fetch our catalogue, samples and prices.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.



You Can Figure the
Forsyth Line of Specialties

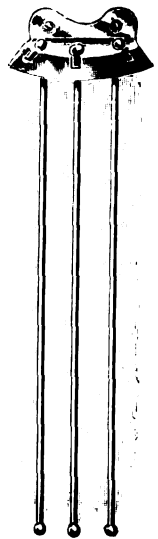
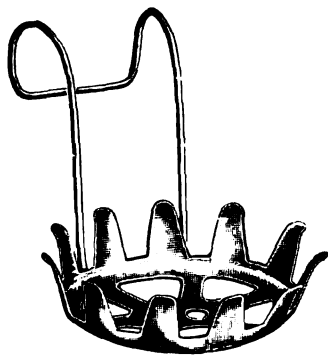
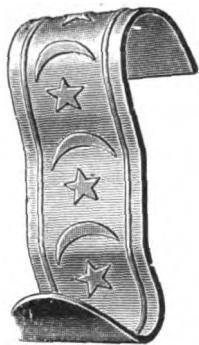
By a Simple Equation : $\text{Quality} - \text{Low Price} = \text{Profit}$

Bath Room Accessories

Moulding Hooks

Metal Rules and Squares

EVERY ONE A SELLER



We Call This the
"Wise Buyers' Line"

Because Every Number Is a Profit Producer.

It Will Pay to Get Our Catalogue

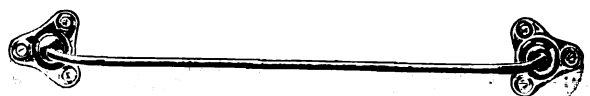
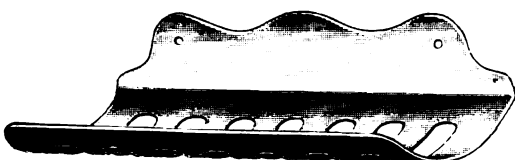
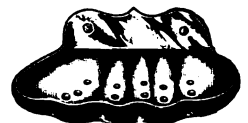
Before Purchasing Elsewhere.

Our Goods are LOW IN PRICE, BUT HIGH

IN Quality, Workmanship, Finish

We manufacture a large line of EXCLUSIVE DESIGNS

Forsyth Mfg. Co., Buffalo, N. Y.



DIXON'S PRODUCTS For Hardware Dealers

Are you sure there are not more profits in your business? If you want to know what the Dixon Company can offer you in the way of substantial, yet attractive and profitable products get their free catalogue 54-K. : : : : :

Joseph Dixon Crucible Co.,
JERSEY CITY, N. J.



Prepare for success at the bar, in business or public life, by mail, in the ORIGINAL SCHOOL, Founded in 1890. Successful graduates everywhere. Approved by bar and law colleges. Superior College Law Course and Business Law Course. Liberal Terms. Special Offer Now. Catalogue Free. Sprague Correspondence School of Law, 728 Majestic Bldg., Detroit, Mich.

You have no risk on the quality. We make only the best!



Sand Papers } Flint Paper
Garnet Paper
Emery Paper
Emery Cloth
Reams and Rolls

HAIR FELTING for covering Boilers, Steamers, Water Pipes, and lining Refrigerators.

BAEDER, ADAMSON & CO.

700 MARKET STREET, PHILADELPHIA.
67 BECKMAN STREET, NEW YORK.
140 MILK STREET, BOSTON.
102 LAKE STREET, CHICAGO.

"YANKEE" TOOLS ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

Ask
Your
Jobber
About
Them.



NO. 10 AND 11—RATCHET, RIGHT AND LEFT HAND AND RIGID



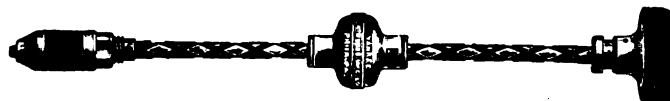
NO. 15—RATCHET, WITH FINGER TURN ON BLADE



NO. 20 AND 21—SPIRAL RATCHET, RIGHT AND LEFT HAND AND RIGID



NO. 40-41-44—AUTOMATIC DRILL



NO. 50—RECIPROCATING DRILL FOR WOOD OR METALS

Send for
"Yankee"

Tool
Book

NORTH BROS. MFG. CO.

New York Agents, John H. Graham & Co., 113 Chambers Street, PHILADELPHIA, PA.

ESTABLISHED 1836.

ALFRED FIELD & CO.

93 Chambers and 75 Reade Street, New York.

A STRONG COMBINATION.

We are Sole Agents in the United States for:

JOSEPH RODGERS & SONS, LIMITED,
JOSEPH GILLOTT & SONS,
L. HUGONOT TISSOT,
T. U. S. SHEAR CO. OPERATIVE SOCIETY LTD.,
THE IMPERIAL ENAMEL CO.,
WEBSTER & HORSFALL,
W. K. & C. PEACE,
EDWARD GEM & CO.,

Best Cutlery in the World,
Best Steel Pens in the World,
Best Pliers, Nippers, &c., in the World,
Best Sheep Shears in the World,
Best Enamelled Signs in the World,
Best Steel Wire in the World,
Best Lawn Scythes and Grass Hooks,
Hedge and Garden Shears.

WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS,
CHRISTIAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.



Carriage Requisites

FRANK MILLER'S

CARRIAGE TOP
DRESSING

Gives an Elastic,
Durable Water-
proof Gloss, and
is positively safe to
use on the finest
stock.



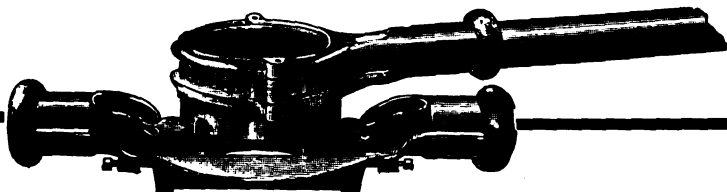
FRANK MILLER'S

AXLE
OIL.

Superior to Castor
Oil; lasts longer,
and will not gum.

Manufactured by

THE FRANK MILLER CO.,
349 & 351 WEST 26TH STREET,
NEW YORK.



For Threading Pipe in Position

close to walls or ceilings, in a corner, in a ditch or wherever there is a limited space, Armstrong's Ratchet Attachment fills the bill admirably.

Write for catalog and prices.

THE ARMSTRONG MFG. CO.
290 KNOWLTON ST., BRIDGEPORT, CONN.



SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS
SAVES RECOATING
SAVES RENEWING
Send for Samples and Pamphlet
STOWELL MFG. CO.
JERSEY CITY, N.J.

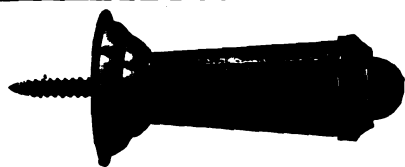


TENTS

Send for our catalogue of tents before placing your order. Camping outfits a specialty.

Write to-day for catalogue.

FOND DU LAC
AWNING & TENT CO.
Fond du Lac, Wis.



The Champion Metallic Base Knobs NEVER BREAK

(TRADE MARK)

Can be screwed into hardwood without injury. Ingeniously constructed rubber button easily replaced. Made in either Steel, Brass or Bronze and all finishes to match other hardware. Manufactured only by
THE CHAMPION SAFETY LOCK CO., Geneva, O.

LOOK

each ad in the face. It is a salesman. If you doubt his words, write to the firm he represents. If you believe him—write anyway. Always Mention "HARDWARE" for having "put you wise."

COLDWELL

LAWN MOWERS

90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.
NEWBURGH, N. Y.

FILTER SEASON

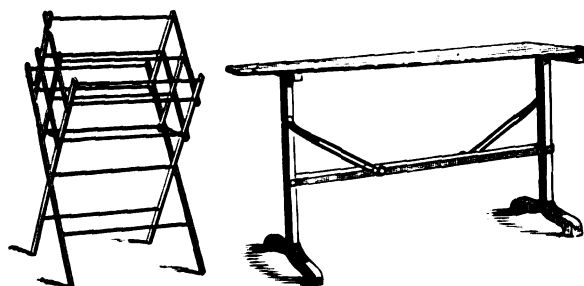
1906
AT HAND

Advertising and Display Matter
Large Stock
Immediate Shipments



Quality Improved
Fully Guaranteed
Sanitary Stoneware of every Description

Established over 100 years
Fulper Pottery Co.
Flemington, N. J.



**"I'll take that one;
It's the best one I ever saw."**

This expression is repeated over and over again to dealers who sell

UDELL SPECIALTIES

They just suit and never fail to give satisfaction. There's no reason why you can't increase your sales by selling UdeLL House Furnishings, Kitchen Woodenware, Step and Extension ladders.

The mechanical arrangements are perfect and bound to create enthusiasm among your customers.

Write for catalog. See for yourself.

THE UDELL WORKS

1222 W. 28th St., Indianapolis, U. S. A.

Eastern Representative: W. A. STOKES & CO.,
30 Warren St., New York City.

NOISELESSNESS

Is but one of the selling points of the "Caster That Never Refuses to Turn."

The Faultless

(with leather wheel) for all kinds of furniture and all kinds of hard-wood floors and parquetry.

The Best Point about the "Faultless" is NOT HERE

This Faultless turning point brought us the Highest Award at the World's Fair 1904.

Need More Be Said?

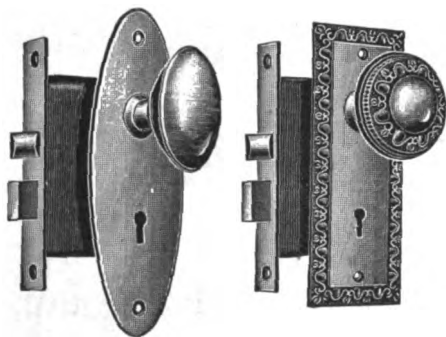
Get the "Faultless" Booklet. It tells about our complete line.

THE FAULTLESS
CASTER CO.

Nebraska City, Neb.

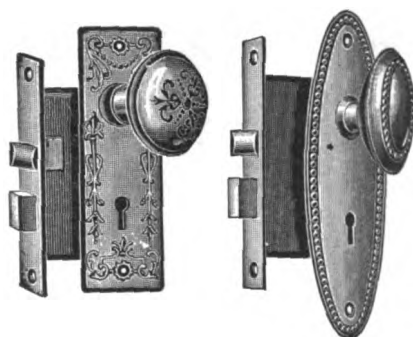


You Ought to See the Rest of Our Line!



You will appreciate a copy of our catalogue. It gives full particulars and prices on our

Light Gray Iron Castings, Builders' Hardware, Dampers, Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.



The TAYLOR & BOGGIS FOUNDRY CO., Cleveland, Ohio

New Jersey Wire Cloth Co.

MANUFACTURES

THE ROEBBING STANDARD WIRE BATHING,
"JERSEY" POULTRY NETTING AND FARM FENCING,
PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
and every kind of
IRON, STEEL, BRASS and COPPER WIRE CLOTH.

TRENTON,
NEW JERSEY.

117 and 119 Liberty Street,
NEW YORK.

171 and 173 Lake Street,
CHICAGO.

25 and 27 Freemont Street,
SAN FRANCISCO.

"U. S." STEEL ENAMELED WARE

Talking Points:

A hard ACID-PROOF enamel
 An opaque, WHITE lining
 Extreme durability
 Rich colors
 Uniformity of finish
 Will not discolor, or absorb grease



Made in Various Styles :

MOTTLED,
 SOLID COLOR,
 OR SPECKLED



Our
"Trojan"
 Double Coated
 Ware

MEETS THE DEMAND FOR A LOW-
 PRICED LINE OF HIGH-GRADE GOODS

*Write for Prices, Samples and Catalogue
 Prompt Shipments*

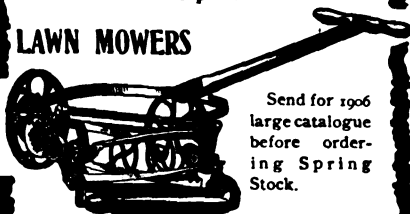


ALSO A FULL LINE OF
 SHEET IRON DRIP PANS

**UNITED STATES
 STAMPING CO.**

MOUNDSVILLE, W. VA.

Genuine Philadelphia

LAWN MOWERS

Send for 1906
large catalogue
before order-
ing Spring
Stock.

Made only by
THE PHILADELPHIA LAWN MOWER CO.
8101-07 Chestnut St., Phila., Pa.

Tool Chests

All sizes, complete with tools, for
boys, youths, gentlemen, farmers,
railroads and carpenters' use;
also Tool Cabinets.

Machinists' and pipe fitters' empty
Tool Chests.

Agents for Steel Tool Chests.

Send for Catalogue.

AMERICAN TOOL CHEST CO.

200 West Houston St., New York, U. S. A.

Federal Bench Shear

Strong, compact and well
made. Cuts sheets or bars
to 3-16 in. thickness. Stands
8 in. high. Weighs 30 lbs.
Send for circular.

CHANDLER & FARQUHAR CO.,
131 Congress St.,
BOSTON, U. S. A.

BAY STATE MOP CO.

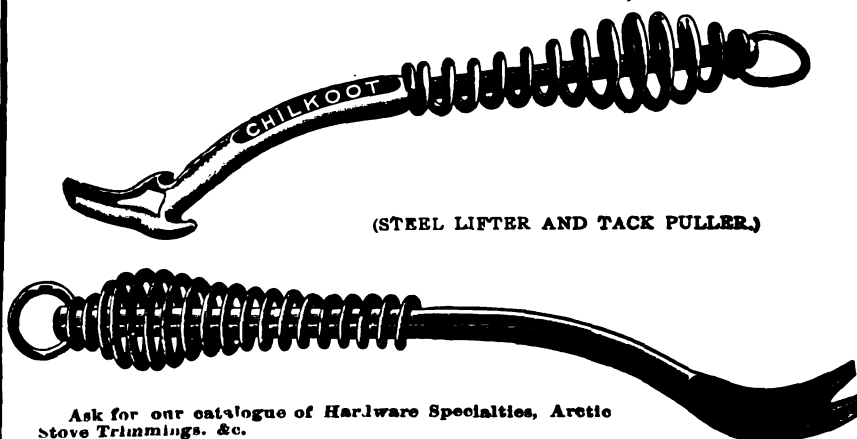
Wm. H. Curtis, Prop'r

Manufacturer and
Wholesale Dealer
in all kinds of
Yacht and Hard-wood Floor Mops
a Specialty.

Office and Factory, Buel Place,
WOBURN, MASS.
Send for Catalog and Prices.

**THE FANNER MFG. CO.,**

CLEVELAND,
OHIO.



(STEEL LIFTER AND TACK PULLER.)

Ask for our catalogue of Hardware Specialties, Arctic
Stove Trimmings, &c.

**The Superior
Door Holder**

holds the door open without
injury to floors or carpets.

Operated by foot pressure. Ad-
justs itself to any unevenness
of the floor.

**Superior Floor
Spring Hinges**

Have Ball Bearings. Are simple,
compact and efficient. Easiest
adjusted. Spring tension.

**Superior
Spring
Hinge Co.,**

18 So. Canal St.,
Chicago, Ill.



60 YEARS'
EXPERIENCE

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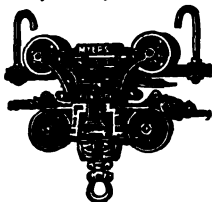


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"The Sled That Steers"

Flexible Flyers are guided by the steering bar
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GO THE FASTEST ON THE HILL.

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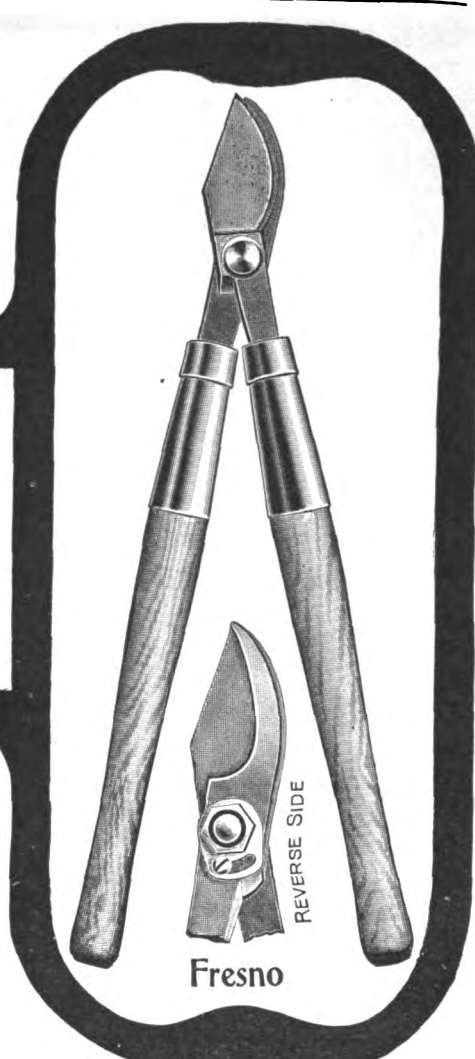
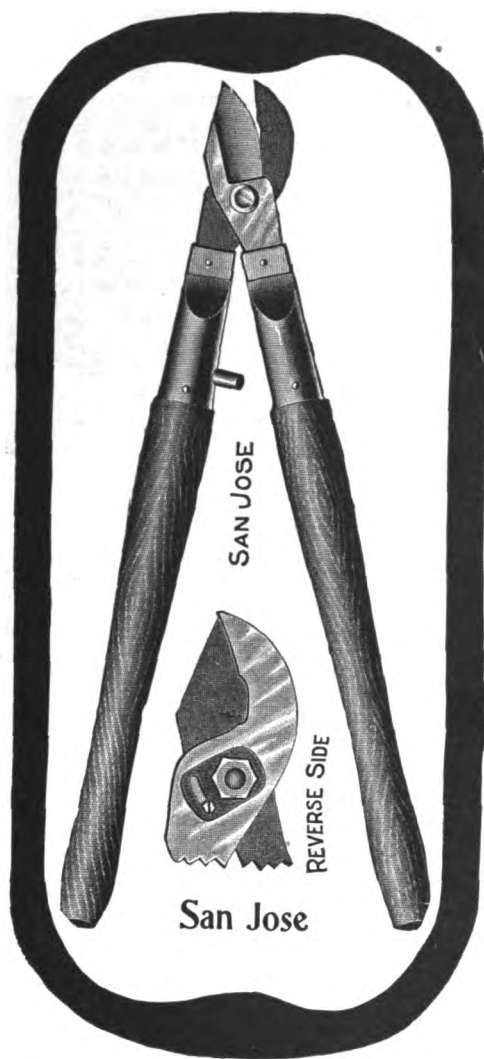
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Our Own Foundry! Unlimited Capacity!
Write for catalogue and discounts.

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ORDER THE ♦ ♦ ♦

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World's Best.

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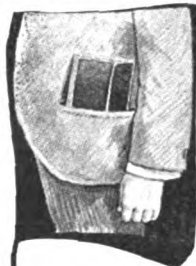


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Insect--Dust--Water Proof
Fits any pocket---fit for any lunch.

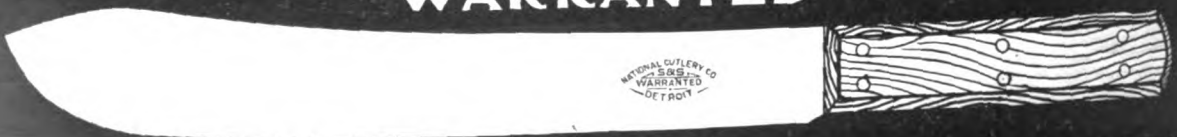
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Send for free samples and prices; window cards furnished.

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THEY HOLD AN EDGE --- NO HARD OR SOFT SPOTS
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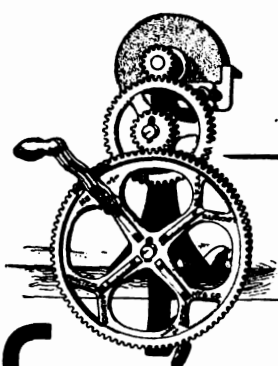
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These Coasters will roll along on paved streets which have only a slight grade and on hilly streets will rival a sled in speed, yet they are under perfect control all the time and may be readily guided around obstacles or into side streets by means of the Foot-Guide.

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HAND and FOOT Power Grinders

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An every day necessity. Four sizes. All guaranteed to be reliable and fast-cutting grinding wheels.

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AD-EL-ITE PAINT and VARNISH REMOVER AND AD-EL-ITE ONE-COAT DULL FINISHES

Because they can be used in every home
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They are reasonable enough in price to
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They are in demand everywhere.

Our method of advertising them will
bring new customers and increased sales
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Write at once for samples and prices.

Adams & Eltinge Co.

The Ad-el-ite People
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*Quality
Sells*

When Henry Disston was asked the
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"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT DISSTON QUALITY



"If you want a saw it is best to get one with
a name on it that has a reputation. A man who
has made a reputation for his goods knows its
value as well as its cost and will maintain it."

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Established
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Manufacturers of



Sash Chains

"Giant," "Red Metal" • • Cable and Jack Chains . .

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::



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THIS CAN

HAS A

**CLOCK SPRING
STEEL BOTTOM**

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedoh" Steel.

Beautifully Finished. It readily commends itself to all **AGRICULTURAL** and **HARDWARE DEALERS** on account of its Elegance, Durability and Cheapness.

**Special Price on Large
Orders from the Job-
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**THE AMERICAN TUBE
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SUCCESSORS TO

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BRIDGEPORT,
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CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of
Fine Mechanical Tools.

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ONE-HALF THE COST

and more—is saved
by any mechanic buy-
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versible Nipper.

Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

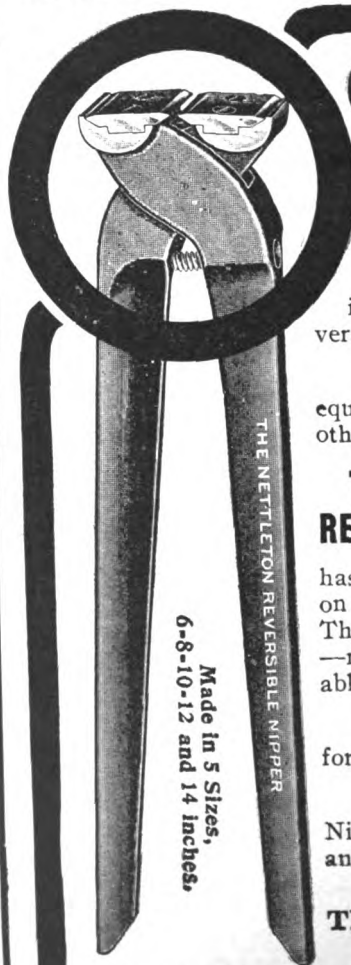
has *two* fine cutting edges on *each* blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk Nettleton to the
Nipper user in your town
and watch them sell!

**THE NETTLETON
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Office and Salesroom: 157 CHAMBERS ST., NEW YORK.
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Address all correspondence pertaining to sales to N. Y. Office.



Made in 3 sizes,
6-8-10-12 and 14 inches.

THE NETTLETON REVERSIBLE NIPPER

HARDWARE

The Census Bureau has issued a statement concerning manufactures of New York State for the last five years. During this period the number of manufacturing establishments has increased from 35,957 to 37,194, capitalized at \$2,031,459,515, an increase of 33 per cent. The employees number 954,992 and the factory products had an annual value of \$2,488,345,579. The principal industries are men and women's clothing, flour and grist mill products, foundry and machine shop products, malt liquors, and printing and publishing.

American harvests for this year will be the largest on record, according to the following estimates based on data of the Department of Agriculture: Winter wheat, 493,434,000 bushels; Spring wheat, 278,930,000 bushels, against 428,462,834 and 264,516,655 bushels, respectively, in 1905. The total corn crop for 1906 is estimated at 2,713,194,000, against 2,707,993,540 bushels last year.

The Union Metallic Cartridge Co., Bridgeport, Conn., have issued a number of lithographed hangers designed for the use of dealers in calling attention to ammunition stock during the hunting season. The hangers are attractively gotten up and brightly colored, and attract very favorable notice. Merchants need only drop a postal card to the advertising department of the company at 313 Broadway, New York, to receive a package of hangers suitable for complete window display.

Judge Edward Whitson, sitting in the United States District Court, has just handed down an opinion in the case of the Spaulding Manufacturing Company against the Inland Empire Retail Hardware Dealers' Association, making permanent pendente lite an injunction prohibiting the defendants from harassing the salesmen of the company. Edward W. Evenson and others of Spokane, connected with the association, have appealed to the United States Circuit Court of Appeals from the order and a bitter legal fight is looked for on both sides.

The Holley-Mason Hardware Company has received a draft of \$50,000 from the Title Guarantee Trust Company in full settlement of loss under bond furnished by the company to the contractors for the new building on Howard street and Railroad Avenue, Spokane. The company putting up the structure found it had bid too low and that much of the material was defective. It abandoned the building and went into bankruptcy. Since the paying of the bond the contract has been relet and the building is being pushed to completion.

The Chicago Implement Company will open a branch store and a big warehouse in Spokane the coming fall. The company's agent while in Spokane a few days ago announced that a site had been secured and that it is the intention to erect a one story building 50x100 feet to cost \$5,000, after which work on the store will begin. The company will put agents into the field in the Spokane district.

The American exports of agricultural implements for the fiscal year ended June 30 aggregated \$24,544,427, an increase of about 20 per cent. over 1905. Mowers and reapers constituted about one-half of this trade. The best customers of the United States for these goods for several years has been Argentine, to whom we sold last year \$5,963,714, Russia second with \$3,851,455, France \$2,895,243, and Germany \$2,016,894.

The American motor-car manufacturer is evidently going to invade Great Britain with a cheap car, states the *London Financial Times*. At the last Crystal Palace show the four-cylinder Ford car for \$500 was much talked of. Now the Pope Manufacturing Company is searching for a West End showroom.

A Pittsburgh man was recently killed when his automobile hit a railroad train. Experience will show automobilists that there are a few things that it is not safe to try to run over, and a railroad train is one of them.

NEW SYSTEM OF RAILWAY SIGNALING.

Consul Frank W. Mahin reports from Nottingham that the Great Western Railway has successfully experimented with and just installed on a branch line a method of audible signaling as a substitute for the familiar semaphore system which it is believed will be entirely displaced in course of time.

The new system is electrically worked and is declared to be simplicity itself. The engine as it travels along the line comes into contact with an apparatus, fixed to the track, which is worked from the signal box, and sets in motion a form of mechanism on the engine. Instead of the engineer having to look out for his signals, they declare themselves to his ear unmistakably. "Line clear" is expressed by the blowing of a whistle, which continues until the engineer with his own hand turns it off. Both bell and whistle are fixed inside the engine cab, close by the engineer as he stands to his lever, and should afford a more telling means of notification than a dial on which signs appeared. The substitution of audible for visible signals would relieve engineers of the strain of perpetually looking out for any particular signal or lamp. The apparatus is so constructed that if anything went wrong anywhere the whistle signal would operate. The chief value of the audible signals would be found in foggy weather and the new system is therefore of particular importance in a country so fog-afflicted as England is.

CIRCULAR SAW DRIVEN BY AIR.

Development of the use of air as a motive power is responsible for the invention of an exceedingly small and yet effective circular saw which is of such dimensions and weight that it is easily transported. Instead of requiring that the work should be carried to the saw, the saw, may be carried around to many different points in the course of the day and set up and operated wherever it is most convenient.

The saw is driven by a turbine, which in turn is propelled by the air. The turbine is supplied with thirty-five buckets, and the air from a compression plant is directed upon the buckets from three nozzles. This is sufficient to drive the turbine at the rate of 8000 revolutions a minute, but as this is far greater than is ordinarily required, it is reduced by gearing to 500 revolutions. This adjustment is entirely in the hands of the operator, and should the character of the work be such that it is desirable to have the full speed, it can be readily arranged.

The apparatus is fitted with a brake controlled by a convenient lever at the side, and this is applied automatically as the air is shut off. When the air is again turned on, the brake is automatically released. Another interesting feature of this piece of mechanism is that the saw may be removed and an emery wheel substituted.

COMMERCIAL EDUCATION IN AUSTRALASIA.

According to Consul F. W. Goding, of Newcastle, commercial education is interesting the people of Australia and New Zealand.

The New Zealand University has established a chair of commerce, and will give to successful candidates the degree of bachelor of commerce. Only matriculated students of the university are eligible. The final examinations are of a purely business character and consist of commercial law, statistical method, commercial French or German, accountancy, and two of the following: Actuarial mathematics, industrial law, economic history and currency and banking. The Sydney University has resolved to likewise take up commercial education.

HUMANITY AND MACHINERY.

Machinery is the cornerstone of modern society, the very foundation on which law, science, ethics, the arts, even the state itself, rests. It is so new that we do not yet know its poetry. We do not yet understand. Only two generations have lived beside the highway of steam; only one has seen the Bessemer converter transform the blacksmith into a master builder of ships and towers. The sewing machine, the far speaker, the typewriter are common things to-day, accepted as a matter of daily convenience, and yet are they teachers of the people. Machines that come close to our lives and homes insensibly teach truth, precision, the adjustment of universal laws to human needs, respect for that wise American idea that labor saved is labor released for higher and nobler toil. The machine is the head master of the high school of the race.—*Reader Magazine*.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY

HARDWARE PUBLISHING CO.

309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

L. E. MACINTYRE, President.
A. P. MITCHELL, Secretary and Treasurer

HENRY HOPKINS, Editor.
J. W. PENTZ, Advertising Manager.

SEPTEMBER 10, 1906

Editorial Trade Review

Trade this summer has been unusually good, establishing in many cases a record for sales. The conservative condition of prices, as advances have been only nominal, helped to some extent. Prevailing prices are strengthened by the continuance of the demand, and the confidence in the future manifested by the buyer. Advances have this season been made only when it was imperative to do so, and keep the percentage of cost intact. The trade this summer beyond a doubt has been the most encouraging one we have had for years on which to bank for the future. It has been pushed and extended beyond an ordinary conception, until without much assistance from any advance in prices the customary dullness of summer has not been known and felt by many of the dealers, while the usual vacations have been noticeably shortened by the imperative demands of the trade, which for August have been of a continuous nature.

There is considerable difficulty in filling orders, try as they will manufacturers fail to do it with apparently ample facilities; and the whole trade of the country are alive to the fact that a prosperous Fall trade may be looked for. The multitudinous sweep of orders from every section literally swamps the manufacturer, and he begins to realize the constant accessions to his order book is a condition, not a theory, that confronts him. The rule is not to send the orders back while there is a possibility of delivering within three months. Almost everybody has for a month or two felt that to get the goods delivered for this season's trade it will be necessary to get his order in, and the consequence is, orders have gone forward with commendable fullness until deliveries on specified dates begin to look problematic. The dealer, wise in his day and generation, will begin to worry about getting his goods with some degree of assurance, in order to do business this Fall, for the difficulties will undoubtedly increase as the days go by, and the impossibility of making deliveries is forced on the attention of

those in waiting. But notwithstanding the marked conditions, and the slowness of possible deliveries, there is visible no padding of orders with speculative qualities. The trade seems to be in a condition where they will experience the happiest feelings if they can only be sure of getting the actual estimate of their needs to make the season successful. The methods surrounding the Hardware business generally to-day are of such an improved character that we can scarcely realize it. We are more intimately connected with our trade than ever before, and the increase in mail orders and orders by telephone and telegraph give evidence of it. Business has got to be of such an insistent and hustling nature that the fear is that if the goods are wanted every effort must be made to obtain them, or the prestige of the house will be lost. So we telephone or telegraph where we formerly wrote.—and by the way, there is an awful amount of hurry pictured when a retailer takes the trouble and expense of telegraphing a jobber. If the jobber can only do it, the goods go at once.

GETTING READY TO BUY.

The traveling salesman is a great modern commercial institution; we could hardly do without him. But did it ever occur to you that he is offering the same lines of goods to other Hardware dealers that he displays to you, and that your greatest profit might be found in something that he did not have?

Don't wait for him to come around and tell you all about the new things on the market the same day that he tells the other fellow; get all the new ideas you can before he comes. Thrash around for yourself and sift out the new lines, the improvements, the claims their makers present, and the defects that may be present without being claimed. You will be all the better equipped to talk things over with the drummer when he comes; to get into those important little details that are so apt to be overlooked when first examining a new thing. You will buy the more intelligently, if you decide to buy at all, because you will have had more time to study into the limitations of the article.—what it will not do as well as what it will,—and weigh its adaptability to your particular trade. You will be saved many unwise purchases during the season and may, because of the exact time allowed for consideration, be self-persuaded into taking hold of something that would not impress you on a hasty examination but from its special local application, might be made a very profitable investment.

Watch the trade papers closely for announcements; and then, instead of sitting idly down and awaiting to hear what the traveling salesman has to say about it, get ahead of him and be the fellow to spend a few cents and time writing to the manufacturers for information. Inquire a little of some level-headed men to whom you sell goods. They will feel all the more your friend after you have consulted them and they may open your eyes to a latent demand for something that you did not know existed. Anyway it would bring out how the idea first struck the average user; what objections would most likely be advanced and whether they are genuine or not. Get all the ideas you can from both the manufacturers and your customers but do your own thinking and decide for yourself in the end. Then when the drummer comes along you will be prepared to hear what he has to say and to question him to the best advantage. He'll soon appreciate the fact that you are not to be played with and will lay himself out to give you his best facts and to give you facts only in the future.

Sometimes it pays to pack your grip and start out for yourself in search of something worthy of a special drive. Maybe your jobber has something of which he thinks so little that he does not take much trouble to get it out before the trade but it may just fit into a troublesome unfilled niche in your local business. More than one retailer has struck his Eldorado in the output of some cross-roads shop unknown to the trade. Many a local mechanic has a good thing that he is producing in a small way without appreciating his possible market or knowing how to reach it.

Opportunity in the Hardware business as well as elsewhere, has to be dug out, and frequently the man who does a little of his digging away from the beaten path will get the biggest tubers.

MAKING SUGGESTIONS.

To sell a man an article is one thing. To have him leave your store with the impression that you take a personal interest in having him get full value out of his purchase is even more important. The first means one sale; the last may mean many.

A man recently came into a Hardware store and purchased an unusually long rope for use in tackle-blocks. As a clerk was doing up the purchase the dealer came forward and after a few unimportant comments said:

"When you get home straighten the rope out upon the ground and, taking hold of one end, drag it some distance over the ground; then lay that down and take up the other end for a similar purpose. It will take the surplus twist out and will probably do away with most of the kinking that is so troublesome in using a new rope in pulleys. Another thing, before putting it into the pulleys at all, just draw a section of it back and forth through your hand a few times till you can determine which direction it feels smoothest; then thread it into the pulleys so it will be running through them the smooth way when the load is on. Rope has 'grain' and if it is so put up that the fibers are pressed down into place instead of being roughened, when the strain is on, it will last much longer."

The dealer fertile in labor and material saving suggestions and with fair tact in presenting them to customers without seeming obtrusive is sure to win the good will of his people and will find his extra efforts in their behalf more than repaid by their increased confidence in his advice and interest in one who shows so great an interest in themselves.

LOOK OVER YOUR CIRCULARS.

"That's the best little machine for my use that I ever got hold of," remarked a farmer to his dealer recently. "Why haven't you kept them before?"

"Because I did not know there was such a thing on the market," was the reply. "You see they are made by a little one-horse establishment about a hundred miles from here that nobody ever heard of. The fellow has been circularizing me for the last five years, I guess, and I have chucked his stuff into the stove unread. The last batch I examined by the merest accident, got interested and finally sent in a small order. I sold three machines at once and they have all proved highly satisfactory."

"It's a lesson to me to find out what every man wants to talk to me about before turning him down, whether he comes in an automobile or a buff envelope with a one-cent stamp on it. If he can afford to come at all I cannot afford to turn him under without giving him a hearing."

TRUE COMPETITION.

Lord Wellington when petitioned by his officers, before a desperate assault was undertaken, to take some less exposed position and permit a subordinate officer to lead the charge, replied: "Certainly, boys; any of you are welcome to ride before me—if you can," and put spurs to his horse.

His was the true spirit of competition; not the sort that takes delight in holding back or crippling a competitor or in competing with one who is not a worthy foe in equipment and natural ability; but the sort that wins the victory by doing something first, thinking something, being something worth while; the spirit of "Ride before me if you can ride as fast."

Competition of that sort is the kind that is the life of trade in its highest sense; the kind that builds up trade and all who are associated with it.

THE CLERK BEHIND YOUR COUNTER.

Have you ever realized how much the success of your store depends on your clerks? They sell your goods—or not. They boom your reputation—or cloud it. They please and extend your custom—or turn it away. They swell your profit sheet—or become a tax on you. They are either an integral part of your success—or thorns in your business flesh. What can you do to improve your clerks?

A great deal. You know that, after all, they are human plants who will surely improve under wise cultivation. Won't it pay better to develop them than be forever scolding or changing clerks, or "firing" them?

There is a way out of the difficulty—a difficult way for both employer and employee, but it is the surest way to success for both. Create in your clerks the desire to know not only the price, but also the merits and practical value of every article in your store. Knowledge of this kind is power. It fits him to sell goods intelligently, easily and profitably. Such intimate knowledge of everything in your store from cellar to garret gives him a bearing that makes friends of all our patrons who

naturally will turn to him because "he knows his business."

Such intimate knowledge of your store and its contents makes him a sure business-getter and business-builder, as well as a cheerful worker, and not only a comfort to all with whom he deals, but a strong factor in the prosperity of your business. Such knowledge, making him conscious of the power it gives him over every purchaser, will develop in him the spirit of trust, energy, order and high purpose, and his service to you will grow in value every day. He will become indispensable to you—indispensable to our customers.

To equip your clerks with knowledge necessary for the intelligent conduct of your business, collect and keep every catalogue or circular describing any goods, comprising your stock, in a catalogue cabinet for the ready reference of your clerks. Tell them it is their reference library, and as they have the actual articles in the store, they can learn both theoretically and practically the best points—the best selling points—of all your goods. It may take time to do this—your clerks may not always have time during the day to delve deeply into such a library of useful knowledge, collected for the good of the cause, but let the steady habit once be formed and it will stick. Let the knowledge once gained be applied to the work at hand and, if your clerk be aggressive at all, he will continue to amass this valuable knowledge and make use of it whenever opportunity offers.

In this he should receive every encouragement from his employer. Of course, such industry and desire to become more useful has its own reward; nevertheless, every employer seeing the extra efforts put forth on the part of his clerks to make themselves indispensable to him, should be encouraged by praise, by instruction, by co-operation, or perhaps by some remembrance on Christmas Day, or in some other substantial manner.

There is no use to let a new clerk blunder into "the tricks of the trade" or to learn from observation alone. Observation is a good teacher, but not all clerks in a Hardware store have their faculty of observation so trained that it will work automatically in every instance. He needs help. He should not be left to grope his way upward unaided. Frequently kindly counsel will not come amiss. Mistakes should be pointed out and their remedy suggested. Above all, every employer himself should be to his clerk a shining example of industry, intelligent effort and absolute honesty in all things. If he has the right stuff in him your clerk will certainly become one of whom you can be justly proud—a valuable assistant and, perhaps, a partner of great promise.

CASHING CHECKS.

It pays to be accommodating always, but there are times when it is well to first consider to which of two conflicting interests the courtesy of an accommodation is first due. The convenience of our customers and business associates should not be allowed to suffer seriously for the sake of complying with the promiscuous requests of strangers, or even of acquaintances with whose commercial standing we may be familiar but who are not customers in any sense of the word.

Country stores in particular, where banking facilities are meager or wanting, are apt to be bombarded with requests for the cashing of checks and the Hardware dealer comes in for his full share. Where the responsibility of all parties is well known there may be no objection in this so long as the dealer is careful not to let his stock of change run low enough to disturb his own transactions with his customers; such a course would not only inconvenience himself but would be robbing them of a courtesy to which they are first entitled in preference to a stranger.

It is not enough that more funds are expected in soon, either from some debtor or even from the bank. Wait till it comes. Something may delay it and one cannot do business on expectations. If the holder of the check is willing to wait until the expected funds arrive, then it is all right to cash it for him; if not, let him go elsewhere. Your first obligation is to the people who come in to buy goods and it is your first place to guard their convenience.

Make it a rule and stick to it to cash no checks that will reduce your cash on hand below some fixed point that business experience has shown you to be a safe margin. Some dealers fix this at a certain sum; others at a certain percentage of the average daily business done the week before. One dealer in a small country village in a thriving community recently told the writer he never dared get below \$50 in change. This figure would be ridiculously low for some dealers; for others it might represent the sum total of several days cash business. No fixed rule for all dealers would be possible, but each should fix one for himself from his personal knowledge of his own business and should then stand by that rule.

COMMERCE WITH CUBA IN THE FISCAL YEAR 1906.

Commerce of the United States with Cuba in the fiscal year just ended was greater than in any earlier year of the trade relations between the United States and that island. This is particularly true of exports. The imports from the island fell slightly below those of 1905, due to the fall in the price of sugar, but the exports to the islands were 25 per cent. greater than in 1905, 75 per cent. greater than in 1904, and about 120 per cent. greater than in 1903.

The growth in the exports to Cuba during recent years has been very rapid. The value of exports to that island had never reached the 20 million dollar line until the year 1893, when they were 24 millions. In 1894 they were 20 millions, then during the war period they dropped as low as 8¼ millions. but in 1900 again crossed the 20 million line, being in that year 26½ million dollars. In 1903 they again dropped to a little less than 22 millions, in 1904 27 millions, in 1905 38 millions, and in 1906, \$47,763,688.

In imports the gain is less strongly marked. Prior to 1895 the value of the imports into the United States from Cuba ranged in most years from 50 to 75 million dollars, being in 1874 85 millions, and in 1893 78 millions. The year 1905, however, made a record slightly higher than that of 1874, the total value of imports from Cuba in 1905 being \$89,304,259. In 1906, the fiscal year just ended, the value of imports into the island was \$84,979,831, a slight decrease as compared with 1905.

This fall in the value of imports from Cuba in 1906 was due solely to the fall in the price of sugar. The five articles forming the bulk of our imports from Cuba are sugar, tobacco, cigars and cigarettes, iron ore, and bananas. Of these, the most important by far is sugar, which amounted in value in 1906 to 60 million dollars, tobacco 13½ millions, cigars and cigarettes 4 millions, iron ore 2 millions, and bananas 1 million. Tobacco, cigars and cigarettes, and iron ore show an increase in the fiscal year 1906, and bananas show a reduction of less than half a million dollars, while sugar shows a reduction of over 4 million dollars in value in 1906, as compared with 1905. The quantity of sugar in 1906 was, however, more than 33 per cent. in excess of that in 1905, being 2,781,901,380 pounds and the value \$60,208,148, against 2,057,684,169 pounds, valued at \$64,366,104, imported from the island in 1905.

The principal articles forming the nearly 48 million dollars worth of merchandise exported to the island were iron and steel manufactures nearly 10 million dollars, against a little over 6 millions in 1905, flour over 3 million dollars, cattle about 2 millions, lard about 3 millions, other provisions about 3 millions, including milk valued at \$665,277, lumber about 2½ millions, boots and shoes a little less than 2 millions, cotton goods 1½ millions, cars and carriages 1½ millions, and corn 1¼ million dollars.

The increase in shipments to Cuba, while visible in many articles, occurs chiefly in manufactures of iron and steel, of which the total exports to the island were \$9,879,648 in 1906, against \$6,164,908 in 1905.

"THROUGH FRISCO'S FURNACE."

We are indebted to the Joseph Dixon Crucible Co., Jersey City, N. J., for the receipt of an artistic brochure gotten up in the interests of Dixon's Silica-Graphite Paint, as used in San Francisco on the steel work of high buildings in that ill-fated city. The brochure is of high grade, both as to paper and press work, illustrations and borders throughout. It shows views taken since the earthquake and consequent fire of ten of the important structures on which Dixon's Silica-Graphite Paint had been used, and the manner in which the paint preserved the maximum strength of steel work on high buildings in San Francisco is well shown in the reports and photographs of the buildings that are illustrated in its pages. "In the many articles published describing the widespread disaster and the stability of the steel-frame buildings the question of protected coatings for preserving the maximum strength of steel frames has not been given the attention its importance deserves. Observing this fact, and having an intimate knowledge of the weakening action of rust on steel, we have had examinations made to determine the condition of Dixon's Graphite Paint that was used on the steel work of high buildings in San Francisco." The book is embellished with artistic illustrations from photographs of the James Building, Robert Dalziel Building, Jos. Dixon Crucible Co's salesroom, 304 Market Street, both before and after the fire, the Wells-Fargo Express Building, the Whittell Building, Merchants' Exchange Building, Mutual Savings Bank Building and the Kohl Building. They present very graphically the appearance and condition of these several buildings after passing through the earthquake and

fire. They give a diagram of the comparative areas of America's great fires, forming the frontispiece to the book, in which is shown the San Francisco fire in 1906 is the record, surpassing in point of area largely the Chicago fire of 1871, the Boston fire in 1872 and the Baltimore fire in 1904 combined. This with the illustration of the manufacturing facilities afforded by their immense plant in Jersey City form the contents of the book, which is well worthy of being requested, if not already in receipt of the same.

VACATION TIME.

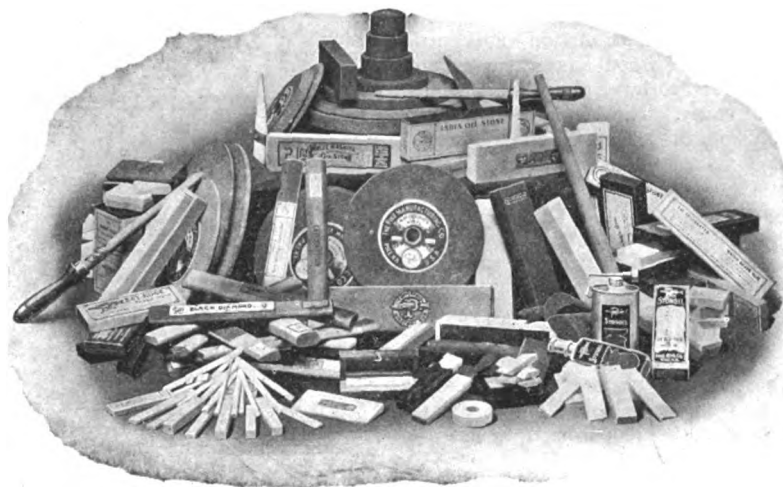
The practice of active business men giving to themselves and to their closely confined clerks, salesmen and office help, a vacation of from ten to thirty days, each year, when the days are the longest and the weather the hottest; and when, as a rule, business is the dulllest, is a good one, and one that is becoming more in favor year after year. The farmer and the farmer's boys, says the *Implement and Vehicle Journal*, look upon this practice of business men taking vacations as nothing more than one of the many "society" fads of city folks. They imagine, or a majority of country people do, that city life is but a continuous round of pleasure; that while those in the country are required to perform their daily duties beneath the direct rays of a burning sun, the city people are comfortably protected from sun and rain, and many of them favored with pleasant breezes from an electric fan, while they sit around in comfortable chairs, doing little else than telling stories, swapping jokes, and studying how they may manage to live off the toil of their country cousins; then for them to advocate the advantages to be derived from an "outing," or ten to thirty days vacation from their pleasurable surroundings, is the height of foolishness and purely a "society" fad. The busy business man of the city, and his employes, know how unjust are the farmer's criticisms on the summer vacation custom. Those favored sons of toil—the farmer and his boys, and we may also include his wife and daughters—are as unconscious of their superior blessings to those bestowed on city people as they are ignorant of the nerve racking strain to which the busy business man, and his faithful employes are daily subjected. The wonder is that sickness, disease and death do not prevail to a greater extent among city people. To be housed between four walls, day after day, breathing an atmosphere pregnant with all sorts of poisonous microbic substances, while the form is bent over desks and the brain working with the rapidity of a fly-wheel to an engine with its steam chest taxed to the utmost in an effort to solve a perplexing business problem, casting up column after column of figures, and the clicking sounds of a type-machine, causing added pain to the aching head, is something more taxing to the mental and physical organism than is possible for our country cousins to realize without being themselves subjected to these same environments, when they would then realize that to be a busy business, or professional man in a busy city, is not one continuous round of pleasure, and that the vacation custom is no "society" fad. The vacation habit should be encouraged. Even a few days, if no more than a week's rest from the daily duties of a business or professional calling—a change of scenery, diet, and the inhaling of an atmosphere not poisoned with the fumes, dust, dirt and smoke of a manufacturing city or trade centre, is essential to health, and the time and money spent in this way is sure to prove a good investment. Our belief is that more business of a successful nature can be performed within eleven months of close attention to business affairs, and one month devoted to rest and out-of-door pleasures, than can be performed by the same individual confining himself or herself to the rotation of daily duties, continuously, through the twelve months. Take your vacations with regularity, each year, and you will live longer, enjoy life better, and accomplish more than is possible for you by not doing so. Henry Ward Beecher said: "It is not work that kills men; it is worry." Work is healthy; you can hardly put more upon a man than he can bear. It is not the revolution that destroys the machinery, but the friction and worry connected with the running of every business, however small it may be, no one will deny. No business man can refrain from thinking and worrying about his business while attending to his business, and he should set apart a few days—a month, if possible—each year to be spent in complete rest from his business. And the business man who has not given his body and mind a vacation—a rest from his daily pursuits, owes it to himself to do so.

Merit always has its reward. A trade paper writer of the West who has been very busy telling about the great prosperity of that section is now getting his. The landlord has raised the rent on him.

PRIZES AND PREMIUMS OFFERED BY PIKE MFG. CO.

An important and interesting announcement to Hardware jobbing salesmen and retail merchants appears in the advertising section. The prize and premium offer made by the Pike Mfg. Co., Pike, N. H., reflects more than ordinary credit upon the enterprise of this well known concern. We anticipate a successful selling campaign emanating from this idea. The business of the Pike Mfg. Co. was begun in a small way in 1823 with the crude manufacture of scythe stones. The product was peddled about the surrounding country and Canada, and even sent down the Connecticut river to New York. With each succeeding year came larger sales, so that the primitive mill

To overcome the conditions existing, namely, that sharpening stones were not being sold as extensively as they could be sold were they properly displayed and intelligently handled by the dealers, the Pike Selling Assortments were put on the market, the idea being to display in convenient sized cabinets an attractive line of guaranteed sharpening stones bearing descriptive matter showing the purposes for which best adapted, and giving instructions for care and use. That this idea is a successful one is best evidenced by the enthusiastic reception of the cabinets by the jobbers and retail merchants, and the fact that largely increased sharpening stone sales are reported. It is a well

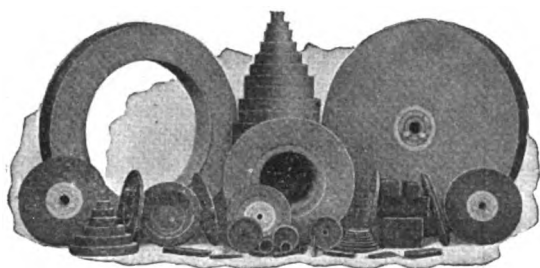


AN ASSORTMENT OF SHARPENING STONES.

became inadequate to supply the growing demand and one brand of scythe stones was not sufficient. The necessity of this increasing business gradually brought about new scythe stone brands and better facilities for manufacture. Other lines were taken on from time to time thus enlarging the scope of the business to finally include the manufacture of sharpening material for

known fact that previous to the advent of the selling cabinet not one sharpening stone was sold where ten would be sold were a retail merchant properly equipped with well balanced stocks from which the consumer might make a selection, and also on account of the fact that the majority of merchants did not make a proper display of the stock they did have, nor could they intelligently impart information to the prospective buyer. These were the conditions to be overcome by the selling assortments. The retail merchant is now in a position to reap the benefit of largely increased sales and profits, and likewise know that he is satisfactorily supplying his trade.

One of the new methods evolved from the selling assortment idea is the supplying of oilstone stock by the dozen put up in individual cartons, and then in one dozen and half dozen packages, in place of supplying this stock on the pound basis and in less convenient packages. The idea in making the prize and



CORUNDUM AND EMERY WHEELS.

every purpose, with industrial departments at Pike, N. H., Littleton, N. H., Evansville, Vt., Orleans, Ind., and Hot Springs, Ark., together with a branch at New York, and agencies in London, Glasgow, Paris and Hamburg. During the past twelve years, during which time E. B. Pike as president has been the directing hand, the business has shown the larger increase. The in-



COVERFAST OILSTONE BOX.

crease alone in business for the year ending June 30, 1906, over the year ending June 30, 1905, is equal to the entire volume of business being done at the time Mr. Pike took the presidency, a remarkable record and one that reflects great credit on the ability of Mr. Pike, a man of strong personality, great resourcefulness and originality.



STONOL.

premium offer is to bring about a harmonious cooperation on the part of jobbing houses and the retail merchants in supplying trade with a proven medium of increasing sharpening stone sales.

In connection with the prizes and premium offer there also appears an announcement by this same concern, regarding its line of corundum wheels. With their customary enterprise the

Pike Mfg. Co. have spared neither time nor money in putting on the market a superior line of this manufacture. Several years were spent in experimental work to ascertain the best material and processes, and to develop this branch of the business so that it would be on a par with the parent sharpening stone industry. A superior line of corundum and emery wheels are now on the market and giving excellent satisfaction to a rapidly increasing patronage. A handsome new catalogue covering this line has just been issued and will be sent upon request.

Among the specialties recently introduced may be mentioned Stonoil. Owing to the constant demand for an oil especially prepared for sharpening stones considerable experimental work was done to develop the most satisfactory oil for the purpose. Besides being adapted for oilstones and razor hones, it was found that Stonoil was particularly successful in other lines, such as for use on guns, clocks, locks, typewriters, and other articles requiring an ultra-fine lubricant. It is further a rust preventive, cleaner, and polisher.

Also may be mentioned the Coverfast oilstone box, the idea being that the cutting qualities of an oil stone are greatly enhanced by the stone being kept clean and the oil moistened. The Coverfast consists of a solid hard wood box which cannot warp and a strong metal cover fastened by a pivot hinge which can be turned under the box instantly. The inside of the cover contains a thick felt pad which absorbs surplus oil and keeps the stone moist and clean and makes the cover practically air tight when closed.

We might speak of the policy of the Pike Mfg. Co., in only putting on the market such goods as will give satisfaction. We understand that the packers are instructed not to pack anything for shipment that is not good, or is such that they would not be willing to buy or make use of themselves. We further understand that quantities of good appearing sharpening stones, because of some slight defects, are thrown away. It is not strange in face of this that a successful business has been built up by the unremitting efforts of so many years, and a reputation so established is not liable to be jeopardized by lending itself to goods of inferior merit.

LEGAL CORRESPONDENCE

Any subscriber to "HARDWARE" is privileged to ask any legal question he pleases in this Department and it will be answered free of charge. Address all communications to Law Editor "HARDWARE," No. 309 Broadway, New York City.

VALIDITY OF WILL.

QUESTION: Mr. D. Gray made a will in 1893, at the time he was in the machine business, he willed to his wife at his death, all his property, real and personal, during her natural life. She was not to be responsible to anyone, for any disposition she choose to make, except Gray suggested, but did not commend that she dispose of all the real and personal property, not including the residence and household furniture, but all stocks, notes, bonds and judgments and invest them in first mortgage realty, and should the proceeds not be sufficient, for her comfortable support, then she is to sell such securities as are most available in her judgment for her comfortable maintenance. She is not to be accountable to anyone in anyway whatsoever, in thus disposing of said mortgages. At her death what remains of said estate, is to go to his only child, the daughter, this daughter has been married eight years, and as yet has not had any issue. Should the daughter die without child or children, he has willed that his residence be equally divided between his two nieces, daughters of an only sister. Four years ago his wife died, the daughter is to have the same use of the residence, as the mother had at his death. Mr. Gray has sold out his business since his wife's death, and he is desirous of having your opinion of the validity of his will.

REPLY: In view of the new situation created by the death of Mr. Gray's wife, it is evident that most of the provisions of the old will are inapplicable to the present state of facts. Assuming, therefore, that Mr. Gray is in all respects competent to make a will, we should emphatically advise preparing a complete new will, making whatever disposition of property the testator deems advisable among those who are now to be the objects of his bounty. So many close questions may be involved and important property rights affected by the construction of a will, that we cannot prudently undertake to pass on the general validity or invalidity of a will or any testamentary provision without reading the precise language of the entire document. If you

will submit a copy of Mr. Gray's will, we shall be pleased to give our opinion as to the validity of the entire will, or any clause thereof.

AGREEMENT NOT TO SOLICIT BUSINESS ENFORCED BY INJUNCTION.

QUESTION: We employed a driver on our route by contract in writing, in which he agreed not to solicit business from our customers, or deliver goods to them within three years after leaving our employ. It was also agreed that he might be discharged on one week's notice. Afterwards we gave him the notice required and discharged him, and he has now entered the employment of one of our competitors and is soliciting business from our customers on his old route. Can we prevent this?

REPLY: We think you are entitled to an injunction restraining your former employee from soliciting business in violation of his contract. It was a perfectly proper condition for you to impose that your employee should not, after becoming acquainted with your customers, leave your employ and solicit business for another in competition with you. As we understand your statement, he has had the benefit of the contract and you have not violated it. We are of opinion that the case is clearly a proper one for an injunction.

FREE HOSPITAL NOT LIABLE FOR SURGEON'S NEGLIGENCE.

QUESTION: "A" breaks his leg and goes to a free hospital for treatment. The leg is carelessly set by the surgeon and is two inches shortened in consequence. Can "A" recover damages from the hospital for this misfortune?

REPLY: If the hospital is a charitable institution, supported in whole or part by public benevolence, we think that "A" cannot recover anything against it. The rule laid down in the great majority of the States is that a public charitable institution is not responsible, even for the carelessness or negligence of its subordinates and employees, except perhaps in cases where the directors or managers have themselves been careless or negligent in the selection of their subordinates. The ordinary rule is that a master is liable for the negligence of his servant or agent because when he employs him, he expects to derive profit from the employment. But a free hospital does not derive profit from the employment of its surgeons; and to hold it liable for their carelessness would be to divert its revenue from the objects for which they were donated. It follows that the hospital is not liable, except for the omission to give the care to the selection of its surgeons; and if such care was given, no recovery can be had against it for the surgeon's negligence.

ABSOLUTE DEED MAY BE SHOWN TO BE A MORTGAGE.

QUESTION: John Smith borrowed \$500 of Thomas Jones, on the security of a piece of land. Instead of a mortgage, an absolute deed of the land from Smith to Jones was drawn up. But it was orally understood that the deed was given simply as security. Can Jones treat the land as his and refuse to deed it back, if the \$500 with interest is offered to him?

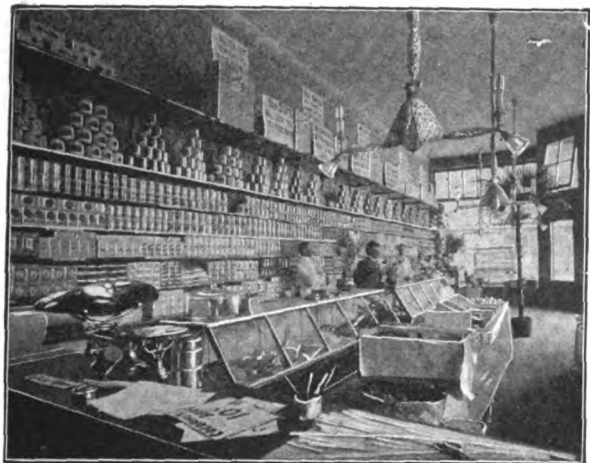
REPLY: The rule is generally established, and clearly so in the State of New York, that a deed which is absolute on its face, may be shown by oral evidence to have been intended as a mortgage. While this rule is settled, it is also established that a person who has signed a deed absolute on its face, but who seeks to show by oral evidence that it was intended simply as a mortgage, must prove his case by clear and satisfactory evidence. If Smith can prove clearly that the deed he signed was intended simply as a security for the repayment of \$500 borrowed by him, a Court of Equity will give effect to the substantial intention of the parties by compelling Jones, on payment of the debt and interest, to deed back the property.

EXCLUSIVE AGENCIES DESIRED FOR THE "ROYAL BLUE."

H. F. Brammer Mfg. Co., Davenport, Iowa, have been advertising largely in the trade papers the desirability of handling their Royal Blue Washing Machine on the exclusive agency plan, by the aid of which they confine the sale of the machine to a single merchant in a town, enabling him to derive all the advantages of their advertising, they giving that form of publicity unusually close attention. In the cities and towns where the Washer has not been handled the company will be glad to hear from the dealers who are desirous of establishing this connection. The success which the Royal Blue Machine has met wherever introduced, and the fact that it is made by expert mechanics from superior materials, and that it is a handsome and well-finished Washer has had its effect, and the agency is made very profitable to the dealer. Among other special features, attention is called to the small number of castings which constitute the gearing, and the ease with which any broken part can be replaced.

CONGESTION OF SHELF ROOM AVOIDED

Most Hardware stores in the land look crowded. In some, the goods are placed in chaotic condition so that a customer on entering the store, is almost overwhelmed by the idea that he will surely stumble and fall over something to get next to the thing he wants. This condition of affairs could easily be reme-



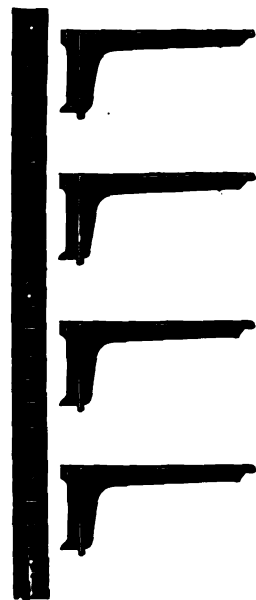
are used, the same number are needed, but without standards.

Some merchants have the top shelf wider than those below. This seems necessary for the storage of articles requiring a wider shelf than those under it. Some Hardware dealers want their shelves closer or farther apart at one end, or in the middle



died by studying the conditions—then applying the remedy.

One of the ways of improving and enlarging the size of your store for all time is found in Baines' Improved Brackets, adjustable and fixed, or stationary. They form a new and complete system of shelving that is adapted to all kinds of business, and to every position wherever a shelf or shelves are needed in store rooms or dwellings.



BAINES IMPROVED BRACKETS.

This improved system has many and great advantages over old methods, some of which we point out: First, the shelves are free from obstructions from props among, or in front of the goods, forming a clear, continuous line the entire length of the shelf section, just what is needed for the proper arrangement and best display of Hardware. To properly arrange a Hardware store for the best display of its goods, a straight, continuous, unobstructed shelf is an absolute necessity, and this can only be obtained by the use of brackets for the shelf supports. The shelves can be placed closer or further apart at either or both ends, or in the middle of a shelf section, without using extra standard bars; the right number of brackets only are required.

A second and most important advantage is the large gain in shelf room. This gain is estimated by those who have used both the old and new shelving, to be from twenty to thirty per cent. Bear this item in mind when counting or estimating cost of bracket shelving. The gain of shelf room is practically an enlargement of the entire room for business purposes, and also gives it a better, neater appearance.

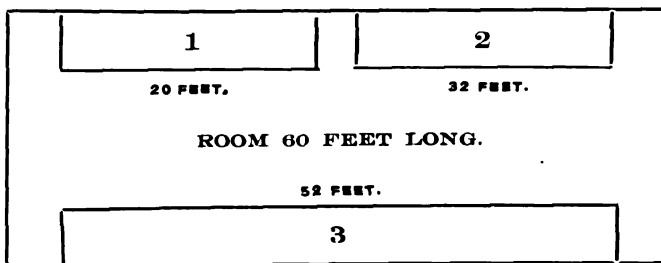
TO FIND THE NUMBER OF STANDARDS AND BRACKETS REQUIRED TO FURNISH A ROOM OF ANY SIZE.

Divide the length of the shelf line by the distance you intend to place the brackets apart, and add one to each separate section of shelves as a "starter." Example:—A section of shelves 48 feet long, brackets 4 feet apart, requires 13 brackets for each shelf; 4 shelves high, 52 brackets, and 13 rows of wall bars made up of 2x2 ft. section. If base shelf or drawers are supported with brackets, 13 half-section standards and brackets the proper length for base shelf are required. If the stationary brackets

of one side of a room. To find the right number of brackets needed in such cases, a diagram should be made, locating every bracket. If the adjustable brackets are used, no extra standards will be needed; extra brackets only.

If you have any difficulty in making the estimates of brackets and wall bars required for your room, if you will give us the length and height of your shelving, and the width and number of shelves, we will make the estimates for you.

THREE SECTIONS OF SHELVING.



Divide section No. 1, 20 feet long by 4 feet, the distance the brackets are to be placed apart, and adding one as a starter, gives 6 brackets for each shelf 20 feet long; 4 shelves high would require 4x6=24 brackets. As 4 shelves require 4 feet of wall bars and as each section of wall bar is only 2 feet it would take 6x2=12 sections of two-foot wall bars. The other sections are estimated in the same manner.

If you are crowded for room don't build a larger store—don't move—but try Baines' Improved Brackets, made by the Piqua Bracket Co., Piqua, Ohio.

GEORGE W. PITKIN CO.'S IMPROVED PLANT.

George W. Pitkin Co., Chicago, Ill., have succeeded in rebuilding their extensive plant, which was destroyed by fire on April 10th. The fire, which was a disastrous one, entirely destroyed every vestige of their works, rendering it necessary for the company to immediately equip a complete temporary factory until they could rebuild. New plans were drawn, which gave them greatly enlarged capacity and modern equipment in every respect, and efficiency has been the first consideration throughout. Therefore they have installed electric power with a large number of individual motors to supplant steam power. All of the mills and other machinery are of the most modern make. The general offices, vaults, chemical and testing laboratories have this time been located in a separate building immediately south of the main plant. In fact, the company feel justified in saying their new plant will be surpassed by none in every facility for manufacturing and marketing a complete line of first-quality paints.

ESSENTIALS OF GOOD SALESMANSHIP.

Salesmanship is a topic that has been pretty thoroughly discussed in all its phases, and there is very little, perhaps, left to be said. With the increase of competition, however, and the narrowing of profit margins, the question is always a vital one and worthy of any thoughts that may be devoted to it. While there is undoubtedly much ability and business acumen needed in making a successful buyer, there is an equal amount of tact and shrewdness necessary in the making of a good salesman. Goods rarely sell themselves, especially sporting goods, and we know that without good salesmanship the money will not come in and the end of the year will not show results.

Recently there appeared in an issue of the *Value World* an article on the subject of salesmanship possessing merit that warrants reproduction. It was intended mainly for the traveling salesman, but the points are likewise applicable to the man in the retail store. In part, it is as follows: Nowadays we know that unless the buyer gains through the transaction, he will not again be a purchaser. If the seller is obviously disposing of his goods at a loss, the suspicions of the buyer are at once aroused. Anybody can give things away; a salesman is one who can not only sell goods at a fair profit, but who can make regular customers for his house. The day for the torrent-of-words salesman, whose life and talk smack of the frontier, is gone. Occasionally a survivor of the old type is found who is unquestionably successful. He succeeds, not because of his uncouth methods, but in spite of them. We pity him, and wonder how much more he could accomplish were he to adopt modern methods. He is like the peasant who still uses a crooked stick for a plow. The successful salesman of to-day is a man whose methods and point of view are in accord with the high requirements placed upon a man by the community with whom he deals. He must be a man of judgment and intelligence. He must be a man of decency, for he deals with decent people. He must be honest and frank, for these are qualities which men of character demand of those with whom they associate. The salesman must have good health, without which his mind will not be alert, and the man himself will be nervous and crabbed.

The salesman must be an enthusiast, not in the emotional sense, but he must know he has a meritorious article, and be eager for others to appreciate its excellence. This is the enthusiasm of conviction. Then the salesman must be aggressive, looking upon obstacles and rebuffs as opportunities given him to show the stuff that he is made of; in other words, he must be a man of mental vigor and courage. He must keep awake. This is not a time for Rip Van Winkles. This is an age of hustle, but hustle does not mean merely high speed. Hustle means constantly keeping going toward a definite object, saving minutes and words. Mere bustling around accomplishes nothing and brings ridicule. "No knocking of competitors' goods," should be the motto of every salesman who hopes to succeed, for the world despises a knocker and it is at once disposed to be unfriendly to him. This does not mean that a salesman should not compare his goods, as to quality, price, etc., with those of his competitor, but it does mean that he will do so, if at all, fairly and squarely. One of the fine things that comes into the life of a salesman who is not only a man of character, but a man of pleasing address and an attractive personality, is the friendship he forms with the best men with whom in his work he comes in contact. Many are the profitable and pleasant hours he spends with such companions. And it is out of such friendships that happiness is gained, for it is human nature for us to assist our friends. The salesman can never meet with a large measure of success until he knows men—until he can read character, understand and sympathize with men. No two men can be approached in exactly the same way. It is certainly a wise provision of nature that we intuitively adapt our speech and manner to those with whom we are brought in contact, unless we deliberately make an effort to treat all comers alike. Here arises the question of the value of set speeches in presenting goods, a method of salesmanship which probably had its origin in the subscription-book business. The average book salesman memorizes a little story and recites it to any one who will listen. Yet in presenting a complicated article this method has the merit of affording a means of concisely and succinctly giving full information. But it does not in any way relieve the salesman of the necessity of having an intimate knowledge of the goods he is pushing.

That the salesman should be able to present reasons as to cost, durability, etc., why his article should be bought, goes without saying, yet the relative importance of these reasons depends entirely upon the customer and his object in making a purchase. To one man price is no object. To another price is the prime object, quality being of secondary consideration. As a general

statement the world wants reasons, and wants them presented logically and pointedly. Many salesmen are much more familiar with the intrinsic merits of the article they are pushing than with the uses to which it may be put—a decidedly important feature in that such knowledge frequently enables the salesman to suggest economies which would be made possible through the use of his article. That these requirements are more or less ideal, is freely admitted, but they are the direction in which the salesman should endeavor to grow; and there is just the pith of the matter, for by intelligent endeavor a man can make himself almost what he wills. Of course, he can not make himself grow tall or short, or have black instead of blue eyes, but our physical appearance, which is largely beyond our control, unless bearing the tell-tale marks of dissipation, plays a small part in our life compared with the leading roles taken by those qualities over which our will has dominion.

There are four steps through which the mind of the purchaser must be led. First his attention must be gained. There is no use talking to a man who is intent on something across the street or who is in the midst of a newspaper article which he goes on reading. The attention accorded depends largely upon the personal appearance and manner in which the salesman presents himself. Here is where character, the ability to look a man square in the face and gain his recognition play an important part. After the attention is gained, the customer must be interested in the subject matter of the proposed sale. Usually a man is most interested when shown that he can profit by making a purchase. After his interest is aroused, the next step is by arguments adapted to the particular case to lead him to desire to possess the article, the merits of which are being presented. Then he must be able to make up his own mind, to decide and to say that he will purchase. Now, advertising, or "salesmanship-on-paper," may be used with the idea of carrying the mind of a prospective customer through all these four stages. Above all, the salesman should know what statements are being made in regard to them, for ignorance in regard to such matters puts the salesman in a bad light and tends to weaken the respect which a customer should have for him and his firm. These are sound principles and should be of much value to anyone who sells goods, be he a traveling salesman selling the retailer, or a clerk in a retail store. In this day and age the salesman must know his business.

HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED AUGUST 27, 1906.

- 409,947. IRONING BOARD AND TABLE. D. Fettes, Baltimore, Md.
- 409,961. PNEUMATIC DOOR CHECK. T. Goodenough, Woodside, N. Y.
- 409,989. TOOL HANDLE. N. Linsley, Freeport, Ill.
- 410,024. PADLOCK. A. Richards, Sr., Willis, Tex.
- 410,074. LIFTING JACK. L. J. Crocellus, St. Louis, Mo.
- 410,084. SOLDERING IRON. J. H. Ferns, Montreal, Quebec, Can.
- 410,103. CHURN. P. Kallen, Fort Wayne, Ind.
- 410,109. WASHING MACHINE. J. P. Kinisley, Adrian, Mo.

PATENTS ISSUED AUGUST 28, 1906.

- 829,398. LOCK. J. A. Giese, Chicago, Ill.
- 829,407. NUT LOCK. W. H. Long, Howard, Pa.
- 829,408. STOVE. W. H. Lutz, Knoxville, Tenn.
- 829,612. WRENCH. E. Vuillemot, Birch Run, Mich.
- 829,616. LOCK. M. G. Wood, London, Eng.
- 829,672. WRENCH. G. W. Rowell, Portales, N. Mex.

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Consul-General Guenther, of Frankford, writes that M. Germain, a French chemist, has patented a process for rendering celluloid proof against fire. This result is obtained by adding to a celluloid mass in course of preparation, when at the highest point of liquidity, a certain quantity of salts—phosphates, bicarbonate of ammonia, or magnesia. Celluloid thus prepared, when touched by fire or a flame, gives forth a gas that checks combustion. Immersion of celluloid in a solution of any of the above-named salts reduces its inflammability.

PUMPS IN THE HARDWARE TRADE.

There is an opportunity for the Hardware trade to do a much larger and more profitable business in Pumps than is the case at the present time. In most sections the Hardware store is the natural source of supply for this line, and the general run of merchants carry a small stock, at least of cheaper grades, which can be sold like a pail or a washtub when anybody calls for them. The opportunity referred to, however, does not lie in desultory business of this kind, and the line is one which will amply repay more active, intelligent and thorough attention.

BY SECURING THE AGENCY

in his locality for a reputable and comprehensive line of Pumps, studying their features, advertising their merits, giving proper attention to installment, fittings, etc., and educating his customers to avoid cheap makeshifts and buy high grade Pumps adapted to the work required of them, a merchant cannot only establish a good volume of business in this line, but can make it pay as large a percentage of profit as any goods he carries.

MANUFACTURERS ARE WILLING

and anxious to co-operate with the trade. Many of them, especially those who have entered the field within recent years, have found great difficulty in securing efficient representation with the consumer. Oftentimes they have been forced to resort to agents of unsatisfactory business caliber and would welcome an arrangement by which they could confine their output to the responsible Hardware merchants. Some manufacturers already have many retailers on their books who represent them exclusively in their locality. These arrangements are commonly satisfactory, as will be clear from the extracts from letters of large manufacturers given below. Indeed, the letters show that most manufacturers would be only too glad to increase the number of their Hardware representatives and will cheerfully accord them such protection as will preclude a competitor from coming in and sharing the profits of their introductory labors. A few concerns, however, notably those who have been identified with the Pump business for many years and whose product is widely and favorably known, regard it as better policy for them not to confine their line to one local merchant, believing that they may reasonably expect a share of the business of all.

SOME DIFFICULTIES ARE ENCOUNTERED

by the Pump makers in connection with marketing their product through the Hardware trade. These considerations, however, are such that attention has only to be directed to them to demonstrate both the justice of the manufacturers' demands and the ease with which they may be met by the merchant with concomitant advantage to himself. The principal and, indeed, the fundamental difficulties arise from the retailer's tendency, deplored by all students of Hardware merchandising, to do all his business inside the store. Pumps are only one of a number of profitable lines which to be handled successfully require that the Hardwareman or his capable representative should get out from behind the counter and circulate among his customers. Other lines in this category include Implements, Farm Machinery, Wire and Iron Fencing, Paints, Sewing Machines, etc. The benefits of doing outside work on any one of these lines will accrue to the advantage of the other lines, as well as benefit the merchant's general trade. Only by keeping in touch with present or prospective customers can the merchant keep posted as to their immediate or future requirements and become a successful bidder for the more considerable orders to be placed in the local market.—*The Iron Age.*

NERNST LAMPS.

In these days of vast engineering undertakings probably none has presented more difficulties, or been more interesting to the architect and engineer, than the design of the New York Terminal with its tunnels, for the New York, Pennsylvania and Long Island Railroad.

This building is of such magnitude that it can easily accommodate a traveling population equivalent to a large city, and it is obvious that the equipment for the various services required, independent of the transportation question, should present many interesting problems, not the least being the choice of an economical lighting service.

The unusual proportions of the rooms to be lighted, the long hours of burning and the continuity of the service, made it necessary to investigate all systems thoroughly and impartially, to tabulate the results and then select the system that approached nearest to the specific requirements.

After a careful and exhaustive study of all commercial systems, the engineers have decided to use the Nernst Lamp.

The characteristics of this lamp are admirably adapted to fill the requirements of illuminating such a building, on account of the graded units of the lamp, giving uniformity of color; the color quality of the light; its steadiness; its distribution and its economy in maintenance and operation.

The last two items are very carefully scrutinized by a railroad corporation, and other things being equal, they usually decide the question.

Financial considerations, however, did not govern entirely in this case, and the conception of the architect was given due consideration, as the choice of an unsuitable lighting scheme would have seriously marred the interior architectural beauty of such a magnificent building.

Here again the Nernst lamp had the advantage, and by using the inverted lamp the rays will be thrown upward, giving a perfectly diffused and steady light of pleasing color and low intensity, so desirable in lighting high interiors.

It is doubtful if there is another room in the country that has the proportions of this main waiting room, which is approximately 100 feet wide, 300 feet long and 167 feet high. It is difficult for the imagination to picture such a room.

The building itself is approximately 450 feet wide, 800 feet



NERNST LAMP.

long and 100 feet high, and is divided into waiting rooms, dining rooms, driveways, a concourse, train platforms, etc.

There are also to be lighted several miles of tunnels and approaches, and large terminal yards, for which the Nernst Series Lamp is admirably adapted.

It will be seen from the above list that every variety of lighting service is called for, and the predetermination of the energy required was the first problem to settle. On account of the economy of the Nernst Lamp, the plant required will be remarkably small, about 20,000 glower units being specified.

It was recognized that in order to have the large rooms satisfactorily lighted, the entire volume should be uniformly illuminated, and inverted lamps have been so located as to produce these results.

On account of the great variation in the architectural features of each room, no uniform arrangement of lamps was permissible, each room being a problem in itself.

The spaces thus treated, with their approximate dimensions, are as follows:

| | WIDTH. | LENGTH. | HEIGHT. |
|------------------------------|---------|---------|---------|
| General Waiting Room | 100 ft. | 300 ft. | 167 ft. |
| Seventh Avenue Arcade | 50 " | 220 " | 64 " |
| Men's Waiting Room | 60 " | 100 " | 60 " |
| Women's Waiting Room | 60 " | 100 " | 60 " |
| Restaurant | 60 " | 120 " | 33 " |
| Lunch Room | 60 " | 120 " | 33 " |
| Concourse | 60 " | 450 " | 90 " |
| 31st St. Carriage Drive..... | 50 " | 530 " | 65 " |
| 33rd St. Carriage Drive..... | 50 " | 530 " | 65 " |

The remainder of the building offers nothing unusual in the lighting problem, and it is unnecessary to go into details at the present time.

In the offices and corridors, the lamps will be located on the ceiling, no drop lights being used.

A provision has been made for desk lamps where required.

The shop lighting in the arcade will be a feature of this installation, and Nernst Lamps will be used with a standard mirror reflector for the shop window lighting.

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The big colleges are not taking kindly to the spelling reform, but that is no drawback to the reform. Big colleges teach theory, and the graduate picks up the practical ideas later.

It is now said the Standard Oil Co. is about to buy up all the distilleries. If this trust absorption continues there will only be two parties in this country, the Standard Oil Co. and their customers.

PORCELA.

The Porcela Co., Bessemer Building, Pittsburgh, Pa., with New York offices at 105-107 Hudson Street, are placing upon the market a new chemical cleanser, which under the name of Porcela—the Magic Cleaner—is becoming well known to the Hardware and plumbing trades. It is the result of a number of years experimenting by a chemist enameler in the employ of a large manufacturing company in Pittsburgh, and while it is



made exclusively for cleaning porcelain enameled bath tubs and other plumbing fixtures it is found excellent for cleaning enameled and porcelain ware. It will remove grease or stains from enameled, granite, agate, porcelain or aluminum kitchen utensils and can be used to advantage on Mason's jars or milk bottles, leaving no dirt or dust. It is also claimed to be used in cleaning stained tea or coffee pots. It may also be used on marble, tile and onyx and all the metals throughout the home. Enamel painted walls or wood are not marred or scratched by Porcela or windows and glassware. Ink or grease stains may be removed from the hands by Porcela, and it will be found as pleasant to handle as fine toilet soap.

THE R. E. DIETZ COMPANY, NEW YORK CITY.

Mr. R. E. Dietz, the founder of the business that bears his name, commenced manufacturing lamps, lanterns and burners in this city in the year 1840, a long time before kerosene was discovered. After the discovery of this oil a burner had to be made to consume it, and the Dietz Burner was about the first to make its appearance on the market. Many of these burners are still in use. When Mr. Dietz began the manufacture of "the original Tubular," the lantern that has earned a world-wide reputation as a superior light-giver, his manufacturing quarters were very small compared with the plant now occupied by the company. His factory consisted of three upper floors of a building about 60 by 60 feet, corner of Fulton and Cliff Streets, in New York City—floor space about 12,000 square feet. The present works contain nearly 212,000 square feet of floor space. This shows expansion.

The R. E. Dietz Company was incorporated in 1886. During the year 1887 they moved into the Dietz building, a new factory built purposely for their use by R. E. Dietz, in the heart of New York, corner of Greenwich and Lighthouse Streets. The building is ten stories, including basement, of fire-proof construction throughout on a plot 75x125 feet and contains a floor space of over 84,000 square feet. In the year 1898 they purchased the business of the Steam Gauge & Lantern Company, of Syracuse, a corporation that was capitalized for \$250,000, and later they purchased the factory property this company occupied, with plot about 275x300 feet. This factory contained over 40,000 square feet of floor space.

Their business increased so rapidly that it was but a short time before they had not sufficient space to turn out the goods required in these two large factories, and in 1904 they erected a third factory on their plot in Syracuse, five stories, including basement, 60 by 260 feet, of mill construction, which, including engine and boiler room, contains nearly 90,000 square feet of floor space. It will thus be seen that their present plant consists of three large factories and these factories are equipped with the most modern and improved kinds of machinery for making lanterns and automobile lamps on a large scale.

About a quarter of the combined product is exported. Comparatively little business is received from continental Europe, China and Japan, no serious attempt as yet having been made to get the trade in a large way on the continent of Europe in competition with the native product.

RECENT TRADE PUBLICATIONS.

FORBES SILVER CO., Meriden, Conn., with New York office at 218 Fifth Avenue and 9-15 Maiden Lane, have issued their catalogue No. 11. This is a voluminous publication, showing an extensive assortment of Tea Ware, Coffee Sets, Chocolate Pots, Dessert Sets, Sugars, Confection and Almond Dishes, Water Pitcher Sets, Ice Pitchers, Tilting Pitcher Sets, Waiters, Crumb Sets, Bread Trays, Cake Baskets, Fruit and Flower Baskets, Bowls and Compotes, Fruit and Berry Dishes, Castors, Prize Cups, Child's Cups, Tureens, Baking Dishes, Butter Dishes, Syrup Cups and Plates, Spoon Trays, Napkin Rings, Mustards, Jars, Peppers and Salts, Hotel Ware, Wine Coolers, Ice Tubs, Soda Glass and Bottle Holders, Punch Bowls, Community Ware, Candelabra and Candlesticks, Toilet Ware, Puff Boxes, Hair Receivers, Collar Button Boxes, Shaving Sets, Jewel Boxes, Match and Toothpick Holders, Smoking Sets, Fern Dishes, Spoons, Forks, Flatware, Bar Spoons, etc., etc.

FLINT & WALLING MFG. CO., Kendallville, Ind. Catalogue No. 47 of Tanks and Substructures. The frontispiece shows a view of their immense plant, and scattered through the book will be found fine half-tone engravings of various factories, office buildings and yards where their line of manufacture has been installed. The company say in regard to this catalogue: "In the preparation of this catalogue we realize that the business man wants explicit and inviting information about the goods he should have, and with that object in view, we point with pride and satisfaction to these pages, illustrating and describing our various outfits and their uses. As the illustrations are photographable reproductions of original outfits installed by us, and the data and arguments concise, they will be appreciated by the buyer, who can readily determine what is best adapted to his requirements. Upon receipt of full particulars we will be pleased to submit detailed information and prices."

Boss Mfg. Co., Kewanee, Ill.; New York office 48 Leonard Street, have presented us with their catalogue of Buck Flatbel and Husking Cloth Gloves, Canton Flannel Gloves, Gauntlet Gloves, Knit Wrist, Leather Tipped and Waterproof Glove, leather Faced Gloves, Single Mittens, Patched Mittens, Full Faced Gloves, Single Mittens, Patched Mittens, Leather Faced Mittens, Fancy Striped Tick Mittens, "Boss" Huskers, Husking Pins, Combination Huskers, Thumb and Finger Stalls, Hook Huskers, Husking Gloves and Mittens, Buckle and Lace Wrist Supporters, Motormen's and Laborers' Palms, etc. The frontispiece consists of a view of their main plant and offices at Kewanee. They also have factories at Galesburg, Ill.; Findlay, Ohio; New York City, Fort Wayne and Bluffton, Ind. A historical sketch of the company is included in the contents, in which they say: "Instead of 15 feet square, as in the beginning, we now have 125,000 square feet, over 3 acres of floor space, devoted entirely to the manufacture and sale of our products. Our capital stock, which we have also increased from year to year, is at present \$200,000.00, surplus \$20,000.00. All our branch factories are owned by us and managed by thoroughly experienced men. The officers of the Company have been the same since 1897, and several of the heads of departments, including the superintendent, have been with the business since we started in 1890. The officers are: W. H. Lyman, president; H. T. Terry, vice-president; F. M. Lay, secretary, treasurer and general manager; P. A. Waller, manager sales department; T. R. Stokes, superintendent." Photographs of the officers are also given on the opposite page. On another page a description is given of how cloth gloves and mittens are made in their factories with several striking illustrations and in regard to which they say: "Only the best grade of canton flannel, husking cloth, fancy ticking, ducks, etc., procurable is used in our gloves and mittens. Few people realize that cloth gloves pass through as many processes as do leather gloves. After the material which is to be used in a certain glove or mitten is laid off and carefully examined to discover imperfections, the several parts are cut out by means of dies. The parts then go to the sewing rooms where they are distributed among the different operators, each one having a certain work to do in joining the several parts, special machines being used for certain parts of the work. All gloves and mittens are sewed wrong side out, and from the sewing department they go to the turning department, where they are turned and forwarded to the examining department. In this department every glove and mitten is drawn over a metal form, the gloves over glove forms and the mittens over mitten forms, where they are carefully examined, the seams smoothed down, etc."

RECENT TRADE PUBLICATIONS.

TUBULAR RIVET AND STUD CO., Boston, Mass. Price List M of Tubular Bevel Pointed and Outside Pronged Rivets, Staples and Caps, and Price List O of Perfection Fasteners.

CLEVELAND WIRE SPRING CO., Cleveland, Ohio. Catalogue No. 26 entitled "Money Savers in Shop Requirements." Illustrations and descriptions are given of their "Iron Clad" and "Hercules" Never Drip Steel Mortar Hods, "Standard" Steel Brick Hods, Steel Mortar Boards, Two-Man Hand Barrows, Hardware Steel Nail Boxes, Shop Boxes, Piling Boxes, Annealing, Chip, Lathe and Drying Pans; Bench and Shelf Boxes, Square Steel Pails, Individual Racks, Two-Section Tool Racks, Blue Print Cabinets, Barrel Trucks, Steel Barrels, Shop Kegs, Pails, Washing Kettles, Trays, Cutlery Boxes, Factory Waste and Rubbish Cans, Waste Boxes, Flanged Steel Heads, etc.

N. N. HILL BRASS CO., East Hampton, Conn. Catalogue M 4 of Bells for the Hardware and Saddlery Trade. Included in the contents is a line of Sleigh Bells, Broadway and Gibson Straps, Swiss Chimes, Dexter, Russian and Swedish Pad Bells; Metal Shaft Bells and Chimes; Norwegian and Swedish Bells; House Bells, Sportsmen's Dog Bells, Patrol Gongs, Turkey Bells, Cab Bells, Sheep Bells, Hand Bells, School Bells, Milkmen's and Auctioneer's Bells, Trip Gongs, Gong Door Bells, Electric Stroke Door Bells, Tea Bells, Call Bells, Bicycle Bells, Bell Toys, etc. This company is a branch of the National Novelty Corporation, 826-828 Broadway, New York and 105 Federal Street, Boston, Mass.

ASSOCIATED SILVER CO., 174 East Lake Street, Chicago, Ill. Catalogue of Silver Yourex Silver, manufactured for them by the International Silver Co., successors to Rogers Bros. Of this silver the company say: "It may indeed be termed a new discovery in precious metals. It is the only satisfactory substitute for sterling silver ever introduced. It will not tarnish in show cases like sterling silver or plated goods. These goods being solid and not plated there is no other color under the surface to show, consequently the knife may be sharpened like a steel knife, and may be cleaned with sapollo, which would ruin plated goods." A line of Breakfast Knives is shown; also Tea, Table, Ice-Cream and Bar Spoons; tipped Windsor and Shell pattern; as well as their Bertha and Alma pattern of Tableware, including Orange, Coffee and Berry Spoons, Oyster Forks, Jelly Knives, Cold Meat Forks, Pie Knives, Cream Ladles and Preserve Shells.

P. LOWENTRAUT MFG. CO. INC., Newark, N. J.; sole selling agents John H. Graham & Co., 113 Chambers Street, New York. Catalogue of Ice Skates regarding which the manufacturers state: "In offering our line of Skates for the season of 1906-1907, we have departed but little from the improved pattern of last season, the Skates having given such general satisfaction. All of our Men's Lever Skates from sizes 10 to 12 inches are made with extra long outside clamps to fit the extension sole shoes now worn. The key-locking Hockey Skates are made with improved adjustable toe clamps which may be extended at will, thus doing away with the extra clamps which are required on skates of other makes. We also desire to call the special attention of the trade to the patented device of the heel clamps on the Hockey Skates. We are also making Ladies' Key-Locking Hockey Skates and Key-Locking Rink Skates, which latter are made for either ladies or gentlemen." Illustrations are given of Club Skates, both Ladies' and Gentlemen's Rink Skates, Hockey Skates Canadian Pattern; Club Hockey Skates, Racers and Extension Sled Skates; also Ankle Braces, Skate Keys, etc.

BARNEY & BERRY, Springfield, Mass. Catalogue on Ball Bearing Roller Skates. In a prefatory note the company say: "The increasing popularity of Roller Skating has caused us to experiment extensively with a view to the production of a line of Roller Skates in keeping with our reputation as skate manufacturers, and in submitting the line herein shown we feel confident that it is the best ever produced, judged from any standpoint."

They also issue a catalogue of Ice Skates for the season of 1906-1907, illustrating their various lines, with descriptions and prices. Hockey rules which govern the game in the principal leagues of this country and Canada are also included in the catalogue.

AMERICAN GAS STOVE CO., St. Joseph, Mo. Catalogue for 1906-1907 of their New Improved Gas Heaters, which they manufacture in a number of styles, and in regard to the mechanical construction of which the company say: "The advantage of the New Improved Gas Heater over the ordinary gas stoves is in mixing the gas twice, first mixing it cold, then after it passes into the heated chamber it expands, passing through tubes and remixing with hot air as it passes from inner to outer chamber. This double mixing process produces double the amount of flame of any ordinary gas stove, thus using much less gas and more oxygen to obtain these results. The outer chamber of our New Improved Upright Gas Burner is surrounded by basket grates. The bottom of each serves as a deflecting plate radiating the heat to the floor. The top plate spreads the heat to the outside of the drum where it is radiated into the room." Illustrations are also given of their New Improved Crown Burners as applied to all makes of heating stoves; also their New Improved Upright Burners applied to furnaces; Crown Gas Burners for heating stoves; hard-coal base burners and furnaces; Combination Crown Cook Stove Gas Burners, Air and Gas Mixers, etc. A telegraph code of business phrases and a code word index, as well as blank pages for memoranda, will be found within the contents.

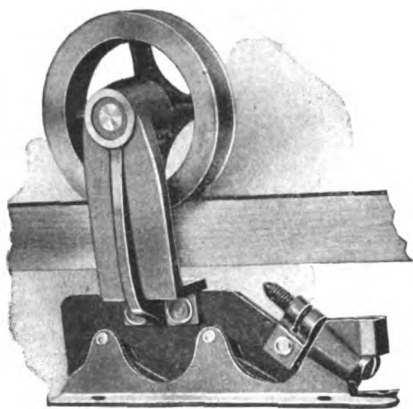
FOSTORIA GLASS CO., Moundsville, W. Va. Catalogue No. 3 of fancy Decorated Lamps in Fired Colors. In a prefatory note the company say: "In presenting to you our catalogue for 1906, of decorated lamps, etc., we beg to call your attention to the many new shapes and attractive decorations that are to be found in this year's line, produced with great care and in the same clean and bright finish that keeps "Fostoria" lamps to the front. We continue to use the best trimmings that can be purchased, from the cheapest to the highest priced lamp, using the "Royal" centerdraft burner exclusively, and we guarantee same. Rochester lead glass chimneys used." The illustrations are in colors and the lamps are placed before the trade under the names of the Mary, Ivan, Neil, Ogden, Dover, Rhea, Louis, Cordon, Alvin, Waldo, Kirby, Seine, Elsie, Milan, Harlan, Tacoma, Tremont, Menger, Lisbon, Canton, Concord, Lopez, Winton, Sitka, Idaho, Saturn, Nicholas, Elliott, Lowell, Stanley, Oregon, Newark, Augusta, Victoria, Genoa, Albany, Vendome, Imperial and Premier. The company are also manufacturers of American Beauty Rose Vases in several artistic shapes; Hand Painted Vases with ornaments, and a variety of miscellaneous goods such as Pin Trays, Night Lamps, Globes and Shades; also a line of Solid Blue Glass Goods.

IDEAL MFG. CO., New Haven, Conn., have favored us with their "Ideal Hand Book of Useful Information for Shooters," an idea of the character of which is gained by a number of the headings under which the information appears, viz.: How to Prepare your own Ammunition, Resizing Expanded Shells, Crimping Rifle and Pistol Shells, Bullets, Smokeless Powders, Reloading Shells for High Power Rifles, Short Range, Directions for Preparing Antimony Alloys, The Standard Drachm Measure, etc., etc. In a note to the trade the company say: "The many questions that are asked dealers by their customers about the variety of ammunition, bullets and shells, whether this thirty-two calibre is the same as that thirty-two calibre or will this thirty-eight calibre bullet fit that thirty-eight calibre arm and so on throughout the long list of very much mixed up so-called calibres, is to say the least very annoying and perplexing to us all. Thousands of letters are written in explanation, and as many packages of goods sent out wrong, causing much expense in carriage backward and forward all on account of misunderstandings on these points. We realize that it would take much more time and space than is allotted in this little book to make all as plain as day, yet we feel that if the dealer will take the trouble to read up the few points here given it will be of great assistance to him, his customers and ourselves. We are constantly on the lookout for the requirements of shooters, and we are from time to time presenting new and useful implements. There is no standing still in this busy world of ours; we must be going backward or forward, and we propose to be leaders in our line rather than followers. The increased demand for our goods is evidence that our efforts are appreciated. We desire all who sell our goods to guarantee them to the purchaser as we guarantee to the trade."

NEW GOODS AND SPECIALTIES

WILCOX-PROUTY HOUSE DOOR HANGER.

Wilcox Mfg. Co., Aurora, Ill., are the manufacturers of the Wilcox-Prouty Door Hanger and Track, which is claimed to be the first and only noiseless House Door Hanger with side adjustments on track, an illustration of which we give herewith. The Hangers have easily accessible adjustment, are made of malleable iron and steel, oil gloss finish. They run in a narrow pocket, only $2\frac{3}{4}$ inches required. The wheels are fitted with special combination roller and brass bushed noiseless bearings, provided with means for permanent lubrication. They have

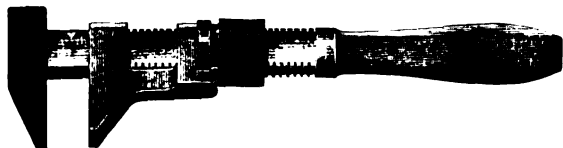


WILCOX-PROUTY HOUSE DOOR HANGER.

rubber-faced roller floor guides, with wide contact on surface, and it is claimed will not mar the door. The old-style steel floor guides, however, will be furnished if desired. One only adjustable bracket required for each door. The balance regularly spaced 15 inches apart. For extra heavy doors, 300 pounds or over, extra brackets will be furnished if desired. The brackets are clincher type, which securely bind and hold the tracks, and prevent any sound or vibration. Brackets and screws are packed with Hangers. Adjustment in bracket is positive, and in combination with Hanger adjustment is sufficient to plumb doors. The track is made from white maple, kiln dried and oil finish, and is impervious to moisture, made absolutely uniform in size, packed in neat and convenient bundles 30 inches long. For full sets 15 feet are furnished with 12 stationary and 2 adjustable brackets, while for half sets $8\frac{3}{4}$ feet are furnished with 7 stationary and 1 adjustable bracket. This is claimed to be the only Door Hanger ever made where the track is made adjustable in this manner, viz.: both lateral and vertical.

STEEL NUT WRENCH NO. 54.

Bemis & Call Hardware & Tool Co., Springfield, Mass., are offering the Hardware and Supply trade their new Steel Nut Wrench No. 54. In the construction of this Wrench special attention has been given to strength, durability and the quality of material used. It is adapted for use where a wood-handle wrench will not answer. Water, steam or mud cannot injure it, it is claimed. It is built on correct mechanical principles,



STEEL NUT WRENCH NO. 54.

and is practically indestructible. The head, bar and shank is a one-piece steel forging. The handle is made of steel and is forced on to the wrench under great pressure, then securely riveted in place. Being oval in form it fits the hand and doesn't tire it in using as a straight handle will. The nut gives great gripping power to the jaws, as on nuts with the corners rounded off the whole hand can be applied in making the adjustment. Ordinary adjustment can be made with the thumb and finger.

There is no screw to get buckled and jam the slide. The Wrench is made in several sizes. The 6-inch to 18-inch have the steel handle as shown. The 21-inch and 24-inch have a handle made by a continuation of the bar.

NETTLETON REVERSIBLE NIPPER.

Nettleton Mfg. Co., Middletown, Conn., with sales department at 157 Chambers Street, New York, are the manufacturers of the Nettleton Reversible Nipper, of which we present an illustration. The special feature of these nippers is shown in the

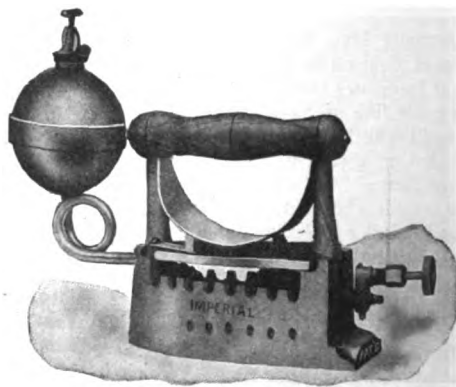


NETTLETON REVERSIBLE NIPPER.

reversible jaws, giving a double cutting edge to each of the two blades used. In the smaller sizes the blades are held in place by a single screw, but in the larger sizes two screws are used. When bolt blade edges become dulled through use a new set of blades can be inserted. The jaws are beveled. The handles are of a shape to easily grasp and retain a firm grip, being smooth and finished in black. The 6 and 8 inch sizes are specially adapted for cutting piano wire, bicycle spokes and type bars. The 6-inch size is for cutting 1-16 inch wire; 8-inch size for 1-8 inch wire; 10-inch size for 3-16 inch wire, 12-inch size for $\frac{1}{4}$ inch wire and 14-inch size for 5-16 inch wire.

"IMPERIAL" SELF-HEATING FLAT IRON.

Imperial Brass Mfg. Co., 247 South Jefferson Street, Chicago, Ill., are placing on the market the "Imperial" Self-Heating Flat Iron, of which we give an illustration. The Flat Iron is approximately the same size as those ordinarily used for family ironing. The Iron itself is $6\frac{3}{4}$ inches long, being $11\frac{1}{2}$ inches over all and weighing $6\frac{1}{2}$ pounds. The flame is contained entirely within the



"IMPERIAL" SELF-HEATING FLAT IRON.

body of the iron, and it is consequently not affected by drafts, nor is there any danger of clothing catching fire. The burner is lighted in a similar manner to gasoline blow pipes or gasoline pressure lamps, a small initial pressure being placed on the reservoir by means of a small hand pump which is supplied with the outfit. About two tablespoonfuls of oil are allowed to flow into the body of the Iron, and can be lighted with a match, which produces the initial heat for generating the gas. The flow of gasoline is governed by the buttonheaded needle stem which is shown at the right of cut. The burner is of the improved type, and is placed inside the iron body, but is entirely separate and distinct from the Iron itself. It may be lifted out by removing the upper part of the flat iron. The fount is a small, strong, glass bulb with a capacity of one-sixth quart of oil. An even temperature is maintained, thus saving time and annoyance of

changing irons every few minutes, and also avoiding the heat of a kitchen range with its attendant discomfort. The iron is finished in heavy nickel plate, making a handsome article.

OAKMAN SELF-LIGHTING BURNER.

Oakman Mfg. Co., 84 to 86 Chambers Street, New York, are the manufacturers of the Oakman Self-Lighting Burner illustrated herewith. It is a simple, compact and gas-tight burner.

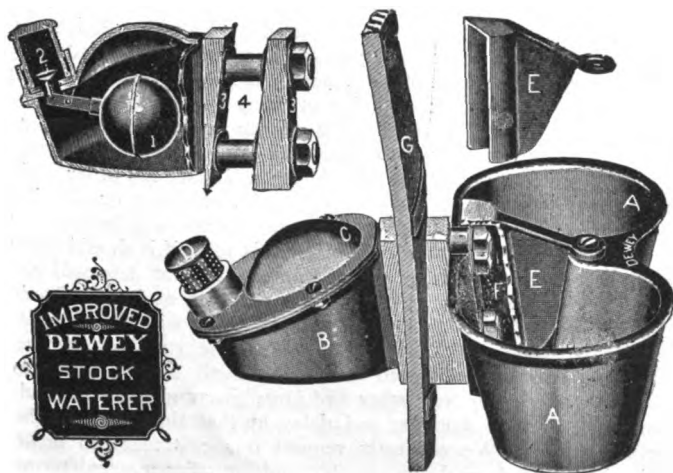


OAKMAN SELF-LIGHTING BURNER.

The pilot tube is not only almost wholly covered in by the burner, but its light is within the mantle, where an air current cannot disturb it. The parts are assembled into a form that is low in height and graceful in outline. It is claimed that for high candle-power with low gas consumption this Burner is not excelled by any incandescent gas burner. Besides, it brings great saving in mantle and lamp furniture, and escape of gas is prevented, which is unavoidable when matches are used. The burners are put up one in a box, including mantle wire and adjustable baffle plate to be used with air globes.

THE "IMPROVED DEWEY" STOCK WATERER.

The B-B Mfg. Co., Davenport, Iowa, are the manufacturers



of the "Improved Dewey" Double Stock Waterer which is shown in our illustrations herewith. The large cut shows the complete Waterer in position attached to a barrel, except that the shield E is cut away on the side, showing pipes 1 and 2. The

smaller sectional view will further explain the working of the Waterer and establish its simplicity. It will be noticed that the screen cap marked D in the large cut is perforated and so acts as a strainer, preventing straw or other matter from getting into the clogging valve 2. As the water is used out of the bowl, the spun-metal ball or float 1 falls and forces valve 2 upward, thus allowing the water to rush from barrel, or tank, into the valve chamber. As the bowl fills, the float 1 rises until the supply of water is shut off just before the bowl is full. The bowl is bolted firmly to the barrel or tank, so that it cannot be injured by heavy stock crowding against it. Hogs can drink out of it, but can't get their feet into it as into an ordinary trough. Its contents are always clean. As it cannot overflow, the ground about the fountain remains hard and does not get muddy. Being double, the bowl can be set for two pens or yards. The intake pipe with its screen cap points up into the barrel or tank and therefore gets no sediment into the water; does not freeze even in cold weather. The manufacturers claim that no catalogue house or agents handle the "Improved Dewey."

"ALTERNATING" ALARM CLOCK.

Western Clock Mfg. Co., La Salle, Ill., with New York offices at 51 Maiden Lane, are introducing a new "Alternating" Alarm Clock to the trade, which is of a form that is destined to become popular. It is a new style of intermittent alarm; rings and stops alternately at intervals of 20 seconds during fifteen minutes. It is put up in a 4½ inch nickel-plated case, extra



"ALTERNATING" ALARM CLOCK.

deep, and substantial, and is made to be sold at a moderate price and pay the dealer a good profit. It runs from 32 to 36 hours without winding, and has a shut-off attachment for the alarm. The movement is claimed to be the most simple intermittent movement on the market. It has no extra wheels—nothing to get out of order, "Friction-Less" pivots, "Self-Centered" wheels, with hard steel pallet escapement, and is seven inches high.

EVANS CRESCENT EXPANSION BOLT.

F. H. Evans, 598-614 Kent Avenue, Brooklyn, N. Y., is placing before the trade the Evans Crescent Expansion Bolt, a double end grip Expansion Bolt, which we illustrate herewith. It differs in construction and manner of working from any expansion bolt now on the market, and is calculated to give excellent service wherever used. The manufacturer states it to be the only one among bolts made in two parts expanding at both ends, and



FIG. 1.—CRESCENT EXPANSION BOLT, SHOWING PARTS READY TO BE SCREWED DOWN.

also the only bolt of the kind whose pliable metal bends and grips or secures itself into the sides of the hole. The lower piece, or one furthest from the head of the bolt, is tapped out or threaded to take the bolt, and is called the nut piece. The upper piece

is loose, and is of the proper size for the bolt to just go through without friction. The interlocking fingers of these two pieces so engage each other that the bolt, when inserted, must take the thread on the first trial, and when it is screwed in hard the expanding fingers grip the hole at so many points that it is impossible to rock, shake or twist them out of position. All that is required is a hole of sufficient size and depth to insert the bolt with nut and double jaw, when, by turning the head, and with a large screw or common wood screw, the nut piece is

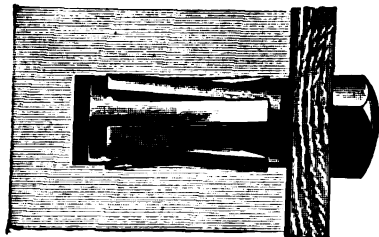


FIG. 2.—CRESCENT EXPANSION BOLT IN PLACE AND GRIPPING SIDES OF HOLE.

drawn towards the head of the bolt, causing the interlocking fingers to be drawn together and outward over the beveled spaces on both the nut end and the free end. Any strain on the bolt only tends to further expand the jaws, and the greater the tension, therefore, the firmer the bolt will hold. A feature of these new bolts is the fact that they can be removed as easily as they are applied, and without injury either to the articles fastened, that to which they are fixed, or to the bolts themselves. Their use is indicated wherever it is not practicable or desirable to drill or bore through the material to which the fastenings are to be made, such as for fastening down bridge work, engine beds to masonry or solid rock, electrical work, in building iron window and door frames, railings, fire escapes, etc. The difficulty of drawing work down closely which is so often met with in the use of expansion bolts generally is successfully overcome with the new double end grip expansion bolt shown. It is only necessary to put the fittings in the hole in the usual manner, the nut piece in first; then, with a setting tool or piece of round iron or pipe and a hammer, give a sharp blow on the upper or close jaw, driving it down hard on the lower or nut piece. This will open out the interlocking fingers on both pieces, causing them to grip or pinch at both ends and on all sides of the hole. The piece to be fastened is then placed in position and the bolt put in and screwed down hard. The work to be fastened will then be drawn down closely against the stone or brick.

MILBRADT ROLLING STEP LADDERS.

With Milbradt Rolling Step Ladders most Hardware stores can be re-arranged and made more convenient to all concerned. It is claimed they will pay for their cost in a very short time,



MILBRADT ROLLING STEP LADDERS.

and will last a life-time. They are absolutely safe, noiseless and neat, and always ready for use. Hardware dealers, interested

in the improvement of their store, can make it the best in their town by sending for specification sheet which gives complete instructions how to order.

Milbradt Rolling Step Ladders are made by G. A. Milbradt & Co., 1922 and 1924 North Broadway, St. Louis, Mo.

THE "RELIANCE" MOP WRINGER.

The Lee Chair Co. of Oneida, N. Y., is offering to the trade a new patent Mop Wringer which is called "The Reliance." It is made of the best malleable iron and red birch and is practically indestructible, and "makes good." With "The Reliance" you can wring a mop dry, and use boiling water and any kind of cleaning powder, as your hands never come in contact with



THE OLD STYLE.



THE "RELIANCE" MOP WRINGER.

the water. Mop Wringers have been on the market in a small way for a number of years, but the Lee Chair Co. is a progressive concern and works on small margins which has built up a business in chairs second to none, which is an assurance that the sale of Wringers will be pushed. They net dealers a nice profit and they will do well to get them in stock.

HUMOROUS LOGIC.

That song "Everybody Works but Father" has been changed since the arrival of the vacation days to "Everybody Works Father."

Philadelphia has succeeded in eliminating the "siren" horn from automobiles. Now, if some city would only eliminate the smell.

A man named Casebeer has been nominated for the legislature in Kansas. That name ought to be good for anything with in the gift of the people in a Prohibition State.

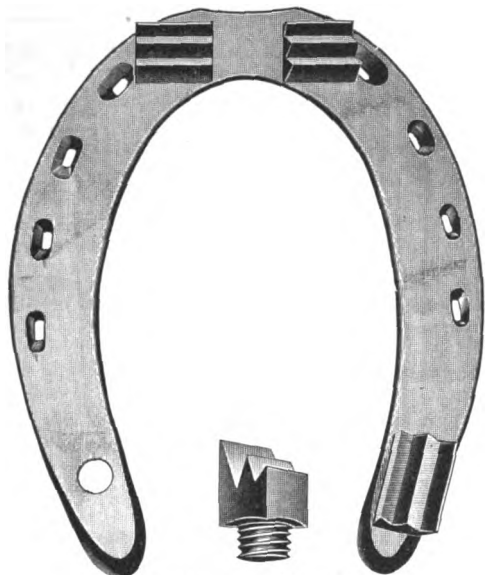
KALAMAZOO SLED CO.'S NEW CATALOGUE.

KALAMAZOO SLED CO., Kalamazoo, Mich., successors to the Columbia Sled Co. and the Page Mfg. Co. Catalogue for the season of 1906-1907, including their Round Knee Frame Sleigh, Perfection Bent Knee Sleigh, Straight Knee Sled, Goose Neck Sleigh, Upholstered Top Sleigh, Large Champion Fender Sleigh, Ash Fender Sleigh, Bow Runner Sleigh, Scroll Tip Sleigh, Excelsior Fender Sleigh, Hard Wood Coaster, Curved Runner Coaster, "Our Birds," Coasting "Bobs" or "Double Runners," Baby Carriage Runners, Doll Cutters, Children's Cutters, Children's Boxes, Twin Body, Twin Cutter, Presto Baby Carriage Sleigh Attachment, etc. In the company's announcement to the trade they say: "From experience of past years, the trade generally must realize that it is not good policy to delay the placing of orders for Children's Sleds until the last minute or put off shipments until it is time for snow to fall. Our seasons now are pretty generally unreliable and the wise buyer will place his order early and make his shipping instructions read September or October at the latest. We can confidently predict an unusual demand for sleds during November and December this year, if it should snow early and those who delay their shipments to that date will run some risk of disappointment on some numbers at least. Goods that are rushed through late, cannot or never will be, as satisfactory as those which are made before the rush commences. There is also the congested condition of all freight traffic to contend with during November and December and there is much more risk of loss, damage, and delay at that time than in the earlier months. We earnestly request our customers to make their shipments as early as possible and we offer unusual terms for this purpose. We assure you that we will use our best efforts to maintain the high standard of our work as well as add new designs and approved methods of manufacture." They are also manufacturers of Lawn Swings, Hammock Stands, Reclining, Folding, Steamer and Swing Chairs, Lawn and Porch Settees and Summer Novelties, and claim to have the most complete line in each class produced by a single factory.

"ALWAYS SHARP" CALKS.

After the most extensive tests made in various army posts, the Government decided that the "Always Sharp" Calks are the most practical and reliable of any removable calks made. It is using thousands of pairs every year.

This preference given to "Always Sharp" Calks over all others is simply due to the construction of this calk. It is unique. It combines points of different lengths, having a progressive arrangement whereby, when the edge of one point becomes worn, the edge of the next one comes into play, and so on throughout the series, thereby obviating frequent sharpening, and at the same time always having a sharp edge to make positive engagement with the slippery surface and insure a firm footing.

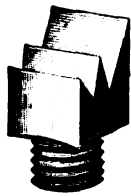


"ALWAYS SHARP" CALKS.

Another desirable feature of the "Always Sharp" is that they can be put in or taken out with any ordinary wrench without removing the shoe. As the threaded shank is slightly tapered, and binds tightly, it is unnecessary that the calk should be screwed in flush with shoulder to prevent it from turning. The shank is only case-hardened and positively will not break off in the shoe.

The old-fashioned wedge-shaped calk has always been considered best. The "Always Sharp" has three wedge-shaped blades to one calk, or forty-eight cutting edges to one set of calks, the positive proof that such a calk will stay sharp and wear longer than any other. The calk is made of finely tempered steel; when all the points are worn smooth, they make a most excellent mud calk, being square and flat, giving the horse a good surface to stand upon. The shoe can be used for a long while, as it is only the calk that wears. It may be stated right here that there is nothing so injurious to a horse's hoof as the constant taking off of a shoe to sharpen in the old way.

The accompanying cut shows the wear on "Always Sharp" Calks after three and five months, respectively, showing they can still give a horse a strong foothold on any slippery pavement.



"ALWAYS SHARP"
TOE CALK.



WEAR AFTER 3 MONTHS.



WEAR AFTER 5
MONTHS.

The Always Sharp Calk Mfg. Co., 34 Essex Street, Jersey City, N. J., are the manufacturers of this excellent calk and, on application, will furnish any dealer with circular matter describing them, as well as testimonials from the largest users of "Always Sharp."

OH WHAT A BEAUTIFUL DREAM.

Nephew—Do you know, uncle, I dreamt last night you had lent me ten dollars!

Uncle (graciously)—Is that so; Ah! well, you may keep them, Otto.

✱

A prominent man called to condole with a lady on the death of her husband, and concluded by saying, "Did he leave you much?"

"Nearly every night," was the reply.

TERMS USED IN SADDLERY.

It is interesting to know something about the derivation of some of the saddlery terms with which we are all familiar, says *Harness Gazette*. Many that we speak carelessly day by day carry history in their names. Here are a few of them:

Basil—is a corruption of the French *basane*, which stands for sheep leather.

Bearing rein—is so called because the horse's head bears upon it. As has been ridiculously said by the opponents of the bearing rein, his head is tied to his tail. The French name is more expressive of its true nature—*fausse rein*—as they call a chin chain a *fausse gourmette*, or false curb. The Germans call the bearing rein *haltungszugel*, or holding rein.

Billet—is known to the trade as an appliance at the end of a rein or strap for attaching to a ring or bit. It may take the form either of a buckling piece or of any style of spring hook. It is supposed that the word is diminutive of "bill," a hatchet with a hook point, the hook looking like the bill of a bird, as did the old plated rein billets which were used in great quantity in London years ago; hence the buckle piece has acquired the same name.

Bridoon—is a word sometimes, but wrongly, written *fradon*, being derived from the French *bridon*, a snaffle bridle. It is worthy of remark that while the French for a bridoon is *filet*, they call a Wilson snaffle a *bridon a quatre anteaux*, a four-ringed snaffle, and a Weymouth bridle a *bridon a filet*.

Cavesson—is also sometimes spelled *cavezon* and in French *cavecon*. Literally, it means a muzzle, halter or holder, used on the nose of a horse while breaking him in. Probably the commonest spelling is *cavison*, yet you cannot find it so spelled in any dictionary. It is derived from the Italian, and comes from *cavare*, to draw.

Crook—is the really correct way of spelling what is technically known as "crew," as in the words "crew-joint," and with reference to spring hooks, to crew, or knock down. This is an interesting instance of the corruption which words undergo in a work shop. The French call the crook, or joint-box, *aux oeufs*, or egg-shaped.

Dandy brush—is also a corrupted word. To suppose that it had anything to do with a coxcomb, either from its bristling nature or because it contributes to the finery of a horse's coat, would be somewhat ridiculous. It seems more likely that one of the two words, *dander*, or *dandruff*—the former a corruption of the latter—will be found to be the true derivation. *Dandruff* is a scurf that forms on the head and comes off in small scales, and a similar scaling from the horse's hide is removed by the hard fibre of the "dandy brush."

Demi—A demi saddle is not a half shaft, as the Latin word *demi* would seem to imply. A half shaft saddle has a hogskin seat and hogskin covered flaps, but only hogskin stea and hogskin covered knee-rolls, and the rest solid leather.

Ferrule—is a ring of leather applied to a cane or stick to strengthen it. These ferrules are called mounts by whip makers; that which covers the end of the whip is called the cap, and the tubular ferrules along the whip are named collars.

Hames—were formerly, and not very long ago in some places, called "homes." If the word is the same as is signified by driving the nail home, its meaning conveys a lesson to harness-makers, as hames fit properly unless they cling closely or press home to the collar at every point of contact.

Japanned—is a word along with patent that has taken the place of varnished with reference to leather. It may have been a process at first peculiar to Japan, as they successfully use this lacquer on wood, metal and leather. The French use *vernir*, meaning to varnish, and the Germans *lackiren*—to lacquer, as applied to leather.

Martingale—It is curious that the word which signifies a strap passing down a horse's breast from collar to girth, should be derived from an Italian word meaning stockings or breeches.

Panel—is a word very often spelled with two n's, but it is really only another form of the word *pane*, meaning a sunken portion, or piece, surrounded by a border, as the panel of a door, the pane of a window, or the panel of a saddle.

Swivel—is by its derivation something that turns round. It is possible the original bearing rein swivels were made to thus turn round like other swivels, and hence the name.

PHILOSOPHICAL DR. HALE.

In his "Memories of a Hundred Years" that distinguished New Englander, Dr. Edward Everett Hale, says of Edward Everett that he was hopelessly sensitive to what the press printed, "not knowing what I, who was bred in a newspaper office, know: First, that of whatever is put in the newspaper half the people who see it do not read it; second, that half of those do not understand it; third, that of the half who understand it half do not believe it; fourth, that of the half who believe it fully half forget it; fifth, that the half who remember it are probably of no great account, anyway."



There's a Screw Loose in the Shear
You Are Using

UNLESS
You Have
the
Screwless
Spring-set
Shear

THAT Is the Shear You Should Buy
and the Shear You Should Sell

**Which Kind do
YOU Handle**

The Screw-loose,
Screw-set Shear

or the...

**Screwless
Spring-set
Shear**

?

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customer

Davios Automatic Shear Co.,
41-43 Malden Lane,
New York City.

**WRITE FOR
CIRCULAR "A"**
Mention "Hardware."



TRAVERS BROS. COMPANY.

The Travers Brothers Company, 41 Worth Street, New York City, has decided upon a radical change in the manner of conducting its business, towards which it has been working for some years. It will within the next sixty days move its offices and warehouse from 41 Worth Street to 556 West 52d Street, between Tenth and Eleventh Avenues, where it will conduct business in conjunction with the Commercial Twine Company, whose plant is on Fifty-second Street. At the same time, the company will practically retire from the jobbing trade, and will be strictly a manufacturers' distributor, marketing principally the product of the mills it owns or controls.

The Travers Brothers Company's business has grown from the smallest possible beginning as a wholesale Twine store to a large distributing and manufacturing concern, with three large plants wholly or partially owned by its officers. Travers Brothers, composed of the late Francis C. Travers and Vincent P. Travers, succeeded the firm of McKenzie, Travers & Co., Twine jobbers, in 1871, and their first store was at 104 Duane Street. In 1876 they moved to 107 Duane Street, where they at first occupied the store and a portion of the cellar. Later they took the whole of the cellar and sub-cellar, and added the store in the rear at 16 Thomas Street, ultimately also taking the second floor of 16 Thomas Street. Here the mercantile branch of the business was conducted until May 1, 1902, when it was moved to 41 Worth Street.

In 1891 the three partners in the firm organized a corporation styled the Travers Brothers Company with themselves as the officers to continue the business. In 1903 the manufacturing and mercantile branches of the business were separated, a close corporation being formed on March 5 of that year under the name of the Commercial Twine Company to continue the operations of the plant on Fifty-second Street, while the Travers Brothers Company devoted itself to the marketing of the product of that company and of others. In 1900 the Travers Brothers Company became the agent for the Roanoke Cotton Mill Company, Cotton Yarn, Twine, etc., Roanoke, Va., in which the President of the Travers Company is interested. Last year the Travers interest acquired the plant, business, good will, etc., of the New Bedford Cordage Company, New Bedford, Mass., and they plac-

ed the plant in operation. It has proved a successful venture. The Travers Brothers Company is the distributing agent for it.

The Travers Brothers Company will continue to be the distributor for the product of the Commercial Twine Company, Soft Fibre Cordage, New York City; New Bedford Cordage Company, Hard Fibre Cordage, New Bedford, Mass., and the Roanoke Cotton Mill Company, Cotton Cordage, Roanoke, Va. Following are the names of the present officers of the Travers Brothers Company: Vincent P. Travers, president; V. Paul Travers, first vice-president; Augustine V. Travers, second vice-president; George B. Cooper, treasurer; John J. Burbridge, secretary; Frank A. Bryant, general manager.

THE SMALL ORDER.

There is a natural attraction in the big order and salesmen are too frequently tempted beyond the limits of good business policy to obtain it. Sometimes the margin of profit is cut into; or extravagant concessions made; or hopes are held out to the purchaser that will disappoint him; in fact, it sometimes seems as though any method is regarded as legitimate to obtain a nice fat order.

As a matter of fact the dozen or two little purchases that are so apt to be despised and frequently neglected, are very apt to represent more profit, as well as a wider clientage, than the one order that is a dozen times as big. It's the steady customer that pays in the end, even though his individual purchases fall within the list of despised small orders. Special inducements to big sales will sometimes serve as decoy ducks, but it is the hunter himself, who fixes a steady and alert attention to his business in every detail that is sure to bag the game, and the less fuss he makes about it the better it will be for his next shot.

Don't neglect the little orders for the big one. Rather depend upon the little ones for the profit and get as many of them as you can. The man who spends 25 cents a day with you at a good rate of profit will make you more money in your life-time than the one who once or twice in a dozen years gives you a \$100 order after first frying every drop of fat out of it by the extra concessions he demands with it because of its importance.

OUR CANADIAN LETTER

TORONTO, SEPTEMBER 5, 1906.

ONTARIO RETAIL HARDWARE CONVENTION.

The semi-annual convention of the Ontario Retail Hardware and Stove Dealers Association was held in Toronto yesterday and to-day about three dozen members from various parts of the province being present. Considering that this is over one-fifth of the membership and that the present is a particularly busy season with Ontario Hardwaremen, many of whom are coal dealers and are now stocking this line as well as other Fall and Winter goods, the attendance was very satisfactory.

President A. W. Humphries, Parkhill, read an interesting address drawing attention to the great progress made since the organization of the Association less than five months ago, this illustrating the general desire for trade organization. He criticised the croakers who were saying that the Association had accomplished nothing, pointing out that patience was necessary and that a fair membership must be secured before the Association could be expected to make its power felt.

Secretary Weston Wrigley, Toronto, reported over 150 members enrolled and urged the selection of a permanent organizer. He reported the result of his visit as a delegate to the convention of the Western Canada Retail Hardware Association at Winnipeg in July. It was there proposed that a Dominion Retail Hardware Association be formed similar to the National Retail Hardware Association in the United States, and the convention should take some action regarding the proposal. He also recommended that the convention adopt a resolution demanding an amendment to the Criminal Code, which now made illegal the arrangement of price agreements by merchants associations while giving this power to labor unions and professional men.

Treasurer Caslor reported a balance of \$117 in the treasury.

TRADE GRIEVANCES.

The Executive Committee reported as follows:

We are glad to be able to report that certain objectionable market reports which were published in the daily papers until recently are not now being published. We would make the following recommendations:

1. That the Association appoint a committee to interview representatives of the enamel ware manufacturers and ask them to stamp all seconds as such in plain letters of large size.
2. That the special committee appointed to meet the wholesale representatives request the jobbing houses to have all goods charged at sufficient prices to cover the cost of packing and to do away with all special packing charges.
3. That the special committee to be appointed advise the representatives of the wholesale houses that in future the members of this Association will not pay cartage charges at point of shipment.
4. That the special committee urge that wherever manufacturers or jobbers sell to buyers outside the trade that the sales be made at a price sufficient to protect the legitimate Hardware dealer.

The resolution regarding enamel ware was sent to the Secretary of the Enamel Ware Manufacturers' Association and the Wholesale Hardware Association will be asked to endorse the request. At present the sale of enamel ware seconds by the manufacturers seriously affects the sale of firsts by the legitimate dealers.

After discussion the convention decided not to urge the abolition of package charges (15 cents is the minimum charge made for boxing by jobbers), until the matter was further considered at the next convention.

The cartage charges resolution was adopted unanimously. A minimum charge of 12 cents is made on every shipment of goods from jobbing houses, etc., although most orders are "f.o.b. cars." The retailers look upon the charge as an imposition as it is charged on every shipment, even when railway sidings run into factory yards and no cartage is required. Cartage companies closely allied to the railway corporations are the beneficiaries.

This together with the resolution regarding the sale of goods to persons outside the trade was urged strongly before a meeting of the Canadian Wholesale Hardware Association by a special committee of the retailers. The jobbers agreed to consider these matters at their convention this month at Hamilton, and the retailers decided to defer action regarding cartage charges until a reply was received.

MUTUAL INSURANCE.

J. Walton Peart, of St. Marys, reported for the Mutual Insurance Committee, that Canadian laws prevented the formation of a mutual company except by farmers, and a special act of the legislature would be required to form a Hardware Mutual. He presented a close analysis of the results of mutual insurance amongst Hardwaremen in the States and compared it with the experience of stock companies in Canada, strongly urging Canadian Hardwaremen to form a mutual company.

Mr. Peart was followed by Fred C. Lariviere, of Montreal, a wholesale and retail Hardwareman, who had made a close study of mutual insurance, and who visited the convention to fraternize with the Ontario dealers. He suggested that if difficulty were found in securing a charter for a mutual company that arrangements be made with an old line company or underwriting firm to carry all the insurance of the Association members up to a \$10,000 limit. He said it could easily be arranged that each member who sent in his insurance through the Association secretary could get a 20 per cent. rebate (in lieu of the usual agents' commission) and that a further division of profits could be arranged which would place from two to five per cent. more into the Association treasury.

The matter was left in the hands of the committee to deal with and report at the annual convention in March.

COLLECTION OF ACCOUNTS.

The system of collecting accounts used by the members of the Western Canada Retail Hardware Association was explained, and the matter referred to a committee to bring in a recommendation at the next convention.

A strong resolution was adopted favoring the proposed amendment to the Criminal Code and another resolution endorsing the proposed Dominion organization was also passed.

After an interesting address on "Profits and Costs" by F. C. Lariviere of Montreal, followed by a general discussion, the convention adjourned to meet again on the second Tuesday in March, 1907.

CONDITION OF TRADE.

Wholesale houses report a very satisfactory Summer's trade with booked orders for Fall delivery even greater than the record made a year ago. Everywhere there is an optimistic feeling, the large crops having been successfully harvested in Western Canada. The traveling men are all on the road again after the vacation season and are cleaning up all orders for Winter goods not yet booked for delivery. In firearms and ammunition the sales have been exceptionally good. Some Winter lines, such as sleigh bells, horse blankets, skates, snow shoes, etc., are selling slowly in some districts, owing to large carry-over stocks following the very mild weather last Winter. Cutlery and silverware are selling in large quantities. In heavy goods there are shortages in bolts and nuts, with prices of all metal goods very firm.

NEWS OF THE TRADE.

W. J. Grant will open an agency in Montreal for the sale of William Hutton & Sons English cutlery and silverware.

Chesney & Smiley have purchased E. A. Latimer's Hardware, stoves and tinware business at Seaforth.

Harold Anderson, of Merrick, Anderson & Co., Winnipeg, was one of the Winnipeg four-oared crew which recently won the championship of America.

Doctor Bros., Moose Jaw, Sask., have opened a Hardware store.

T. L. Waldon, Winnipeg manager for Caverhill, Learmont & Co., Montreal, has resigned to become manager of the Winnipeg branch of the Marshall-Wells Co.'s business. The position vacated by Mr. Waldon has been filled by the appointment of Frank Ross Newman, Winnipeg manager for the Canadian Fairbanks Company.

The Shewin Williams Company are to erect a second Canadian factory at Winnipeg in addition to their plant at Montreal.

P. M. Young, Almonte, Ont., has sold his Hardware business to Taylor Bros., Carleton Place, who will conduct it as a branch store.

Thomas G. Scott has opened a Hardware store at Dunnville, Ont.

A. C. Lawson is opening a new Hardware store at Cartwright, Man.

REVIEW OF THE MARKETS.

WIRE NAILS: As most of the larger orders have been placed, there could be no advance in prices now without the creation of as much regret as different conditions would cause. The orders sent the mills exceed their capacity, and with steel scarcer than orders, the mills have their output handicapped, in fact. They are doing the best they can under the circumstances, some mills running double time, but with lack of material and needing skilled workmen as they do, it is impossible to fill orders complete. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers.....\$1.85
Carload lots to retail merchants.....\$1.90

New York.—The local trade is affected by several causes, among which may be mentioned a shortage in cars, which affects deliveries. Jobbers failing to receive their supplies from the mills there is only a normal demand for small lots from store, which are on the basis of \$2.10 per keg.

CUT NAILS: There has been only a moderately heavy demand during the past two weeks for Cut Nails, which is gradually becoming stronger under some concessions from official quotations of 5 cents a keg, which in Pittsburgh appears to be general. Quotations are as follows: \$1.80, base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carloads, f.o.b. Pittsburgh; \$1.95 for carload lots, on dock, New York; \$2 for less than carloads on dock New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—In proportion to the sale of Wire Nails the demand for Cut Nails is heard from. Quotations for small lots from store are on the basis of \$2.00 per keg.

BARB WIRE: Mills are experiencing difficulty in making prompt shipments on contracts, although the deliveries through August were said to be extremely large; in fact, away ahead of all previous records. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carload lots.....\$2.00 \$2.30
Retailers, carload lots.....2.05 2.35
Retailers, less than carload lots.....2.15 2.45

SMOOTH FENCE WIRE: There is a large business doing on contract orders, and the demands on the mills are very heavy. Some of the smaller mills are making concessions of about \$1.00 a ton for large orders. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

Jobbers, carloads.....\$1.70
Retailers, carloads.....1.75

The foregoing prices are for base numbers, 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

COPPER WIRE: Advances which have taken place have resulted in higher prices for Copper Wire, an advance of ¼ cent having been announced within a few days. This brings the price up to 20¼ cents in car lots, a slight advance being made for smaller parcels.

PLANES: Under date of September 1 Stanley Rule & Level Company, New Britain, Conn., announced a new schedule of prices on its Bailey Planes, to take effect at once.

SHOT: An advance of 5 cents per bag of 25 pounds going into effect with the opening of September. This makes the card prices as follows, terms, f.o.b. New York, net cash 30 days, or 2 per cent. discount for cash in 10 days:

| | 25-lb. bags. | 5-lb. bags. |
|--------------------------------------|--------------|-------------|
| | Per bag. | Per bag. |
| Drop Shot, sizes smaller than B..... | \$1.90 | \$0.45 |
| Drop Shot, B and larger sizes..... | 2.15 | .50 |
| Buck and Chilled Shot..... | 2.15 | .50 |
| Dust Shot..... | 2.35 | .55 |

From these prices an abatement of 10 cents per bag of 25 pounds is made on orders for ton lots and upwards.

ROPE: The following prices may be said to represent the market:

| | Cents Per Pound. |
|-----------------------------------|------------------|
| Pure Manila, 7-16 and larger..... | 12½ |
| B Quality Manila..... | 11½ |
| Pure Sisal, 7-16 and larger..... | 9 |
| No. 2 Sisal, 7-16 and larger..... | 7¾ |
| No. 1 Jute, ¼ and larger..... | 8 to 8½ |
| No. 2 Jute, ¼ and larger..... | 7 to 7½ |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

In lots of less than 5 barrels.....39 cents per gallon.

In lots of 5 barrels or more.....38 cents per gallon.

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

Double Boiled Linseed Oil, 2 cents per gallon higher than raw.

Regular Boiled Linseed Oil, 1 cent per gallon higher than raw.

Calcutta Oil.....68 cents per gallon.

THE PHILADELPHIA TRADE.

With the advent of September and the delightfully cool days to which Philadelphia has recently been treated, it naturally brings to our attention the Fall season and things pertaining thereto, and in doing so, we are reminded of the particularly poor demand last winter for seasonable goods, such as sleds, skates, snow shovels, etc., on account of the lack of even an ordinary supply of cold weather, ice and snow in this section. but if there is anything in the saying that severe winters follow excessively warm summers, the same condition should not exist this year, and with business in the healthful state of to-day, we look for a good demand for goods of all descriptions—in fact, one of our greatest obstacles to overcome at the present time is to secure promised deliveries. Manufacturers all over the country are busy, and every report one reads on trade, crops, railroad earnings, etc., etc., seems to be interlined with that one word, "prosperity."

BIDDLE HARDWARE CO.

THE GRAPHITE TRADE.

Concerning the prospects of trade, we beg to state that our goods reach all parts of the United States, North, East, South and West, and the orders from every quarter are larger than usual and more of them, so that up to date, our business for the present year is larger than a year ago, and we see no cloud yet in the sky. Nature has assured the people of the United States once more an abundant crop and this crop will soon be on its way to the consumer and will soon be that much wealth to the people as a whole. The farmers have an abundance, and they are getting good prices. This makes them well-to-do and gives them plenty of spending money, and they spend it freely on necessities and some luxuries. It means the cancellation of their debts, if they have any, and their houses improved and their stocks added to, and their general condition in good shape. This means business for every one that has goods for sale.

JOSEPH DIXON CRUCIBLE CO.

JOHN A. WALKER, Vice-President.

THE ST. PAUL TRADE.

This week is one in which we see a great many of our customers, as our city has the State Fair within its limits. We do have a splendid Fair, exhibiting the largest and best of our products and of cattle and horses. It also brings in thousands of people because of very cheap railroad rates. Our customers show up by the dozens and it keeps our traveling force at home, who, with our house salesmen, entertain the customers. Sales to these visitors are few and small. They come to see, and not to buy. These annual visits, however, result in an immediate loss, though we may get it back by greater friendships existing by reason of better acquaintance. Business is surely good and prices firm and advancing. All goods are scarce. Factories away behind in deliveries, making it impossible to keep up stock. Salesmen from factories report that orders for next year are rapidly being placed with a prospect of greater shortage than ever before.

HACKETT, WALTHER, GATES HARDWARE CO.

T. G. WALTHER, Vice-President.

FILES

Nicholson
Arcade
American

Great
Western
McClellan

"These Brands are Sold by all Live Hardware Merchants"

RASPS

Kearney
& Foot
Eagle

J. B. Smith
"X-F"
Gold Medal

MANUFACTURED
— BY —

NICHOLSON FILE CO..

Providence, R. I.

THE PITTSBURGH TRADE.

Cool weather during the early part of September brought an early demand for seasonable goods and the Fall business has opened up well. The demand for Summer goods kept up unusually late this year owing to the continued hot weather and the month just closed was an exceptionally busy one, the volume of business being fully 33 1/3 per cent. larger than last year.

Many of the company store buyers in the district surrounding Pittsburgh come to the city this month to make their Fall purchases. During the month of September, the Merchants & Manufacturers' Association of this city, offers free transportation to merchants coming to Pittsburgh and special rates are also offered by the railroads in connection with the Pittsburgh Exposition, which is now in full blast. These and other causes attract many buyers and the volume of business placed by merchants, who come to the city to do their buying, is very large during a period of prosperity like the present time.

The difficulty of securing prompt deliveries of many lines of goods from the manufacturers is beginning to handicap the jobber in his efforts to keep a full and complete stock. Some goods it is impossible to get without a delay of from four to six months and slow shipments by the manufacturers are the rule rather than the exception. Locally, all our industries are fully employed with a large volume of business in sight. We believe that the Fall season will bring an unprecedented demand for Hardware and that there will be plenty of business for every merchant who makes energetic use of his opportunities.

LOGAN-GREGG HARDWARE CO.,
P. L. LOGAN, Vice-President.

THE SAN FRANCISCO TRADE.

Fine buildings do not make good business, but it is good business that causes fine buildings to be erected. That business is booming in San Francisco every one knows, and, furthermore, nearly every one is well informed why it is booming. San Francisco has an enormous amount of capital; she is relatively better supplied with that adjunct to successful enterprise than any other city in the Union; her merchants have well established credits and they have used them to provide big stocks of goods which are being freely bought by a community filled with workmen who are receiving top-notch wages, and it can sell goods much more cheaply than any rivals can possibly hope to do. Under the circumstances the recorded fact that we, last week, passed Pittsburgh in the bank clearings race is not surprising. It merely shows that ashes and dust are no more of an obstacle to trade than the coal smoke of the great iron producing city named. The bank clearings of San Francisco last week aggregated \$43,914,147, an increase of 9.3 per cent. over the corresponding week of 1905, and for the first time San Francisco takes sixth place in Bradstreet's current list, having passed Pittsburgh

which showed up with only \$43,658,262, a decrease of 7 per cent. There were but five cities in the country whose clearings last week exceeded those of San Francisco.

Since the disaster four months ago on the west side of San Francisco bay, making four square miles of wreck and ruin in the center of San Francisco, the east side of the bay, where there was no disaster to speak of, has been advancing industrially by leaps and bounds. For instance, this last week of August I have noted that articles of incorporation of the Emeryville Hardware and Tool Company were filed in Oakland. Emeryville is a settlement on the northern boundary of Oakland, midway between Oakland and Berkeley, and rapidly building up. The capital stock of this new Hardware company is \$25,000 and the incorporators are H. E. Brittingham, H. N. Taylor and William Ingram, all substantial men of Oakland. And again, within the last fortnight, the Montgomery-White Hardware Company filed articles of incorporation in Oakland. The capital stock is \$50,000. The company intends to carry on a general Hardware business in Oakland and the incorporators are J. M. Montgomery, A. P. Leach and G. E. Archambault of Oakland; C. A. McAllister of Alameda and C. M. White of Berkeley.

Of course, wherever people read current news of the day it is known that San Francisco is again a city of pedestrians. Buses and wagons are carrying passengers to and from the ferry and railroad stations. Market Street, the main thoroughfare of the city, is a jumble of autos, motorcycles and vehicles of every description. Rapid passage is impossible, but the great majority are glad to go along even at a snail's pace, if their feet are spared the cobbles. The supply of vehicles is, of course, inadequate to accommodate those desiring transportation. More than this, the fee charged, twenty-five cents, makes a trip on wheels prohibitive to a large number. The trouble is the street car operators have gone out on strike for twenty-five cents per day additional to their \$2.75 per diem wage, and eight hours work instead of nine.

Within ten days the fire-scorched people of San Francisco subscribed one thousand dollars a day and sent it to their fellow sufferers in Chile. The Hardware people of the city took a hand in this without exception, this considerable factor of the \$10,000 being headed by the Pacific Hardware and Steel Company with a \$200 subscription. Several prominent florists had occasion last week to think kindly of the wholesale Hardware men of the city who gave them liberal orders for floral pieces to be sent across the bay for decorating the home in Vallejo of Miss Pearl Winchell on the day of her marriage to Lerton G. Denius, a traveling man for a Portland, Ore., Hardware house. The bride is the daughter of Charles Leroy Winchell, a prosperous Hardware merchant of Vallejo, and the couple were wedded beneath a floral horseshoe in a bower of ferns and palms.

INDUSTRIAL PRESS ASSOCIATION.

**IMPROVED
CARPENTERS'
TOOLS**

STANLEY RULE
&
LEVEL CO.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

NEW BRITAIN,
CONN., U. S. A.

SAN FRANCISCO RISING FROM HER ASHES.

With a grit that is characteristic of the West, with a determination which is bound to bring success, with a display of courage and energy most marvelous, the people of San Francisco are settling down to the great task of rebuilding a great city. The fire which swept the city wiped out practically the entire business and large part of the residential portion.

When one realizes that over 900 blocks of buildings were, for the most part, completely destroyed—that the distance around the ruined district is 28 miles, the great task ahead of rebuilding can be better understood. And the city will be rebuilt.

GREAT FUTURE FOR SAN FRANCISCO.

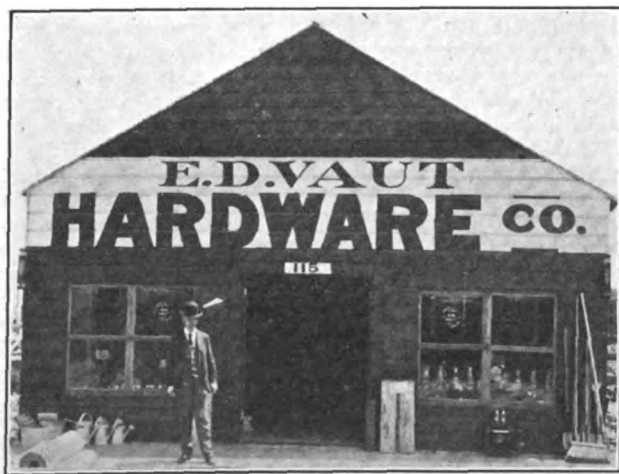
The great natural resources, the best harbor on the Pacific Coast, the location geographically, the richness of the country to the East, North and South, these same resources which made San Francisco the great city of the Western slope—these, backed now by the energy and loyalty of her citizens, will make this even a greater, more beautiful, richer and prosperous city in the future. San Francisco is to-day the great city of the great West, and in a very few years will be one of the greatest cities of the greatest country in the world. After the fire the first thing to be done was the erecting of temporary structures for the immediate use of the thousands of homeless people, and for business purposes. Now, the restoring of partially burned buildings and the erecting of permanent steel and stone structures is beginning. The greatest fire is being followed by the greatest building activity known in the history of the world.

A GOOD SIGN.

Much has been said about the losses sustained by the citizens of San Francisco. These losses are being met with a pluck seldom seen. And one of the best signs of the faith of the citizens in the future of their city is to be found in the small amount of property offered for sale. Many signs there are "For Lease," but in all my week's stay in the city I saw but three signs "For Sale." The people are going to stay. One or two lots on lower Market Street have been sold, but in each case for more than their valuation before the fire.

ENTERPRISE OF HARDWAREMEN.

Now, four months after the fire, almost all of the old Hardware houses are re-established with complete stocks, and, of course, are doing big business. One of the first of these concerns to get a location was the Osborn Hardware and Tool Co., formerly of Market St., now at 517 Golden Gate Ave. J. P. Eisen is president. P. J. Eisenmann, who is general manager and treasurer of the concern, in speaking of present conditions said: "We are doing all the business we can handle." All these temporary buildings require more or less Hardware, almost all the carpenters, masons and mechanics need tools—people all need household utensils, and of course paints and glass are in great demand. There are more Hardware stores to-day in the city than there were before the fire and there is enough business for all."

**FIRST IN THE FIELD.**

E. D. Vaut has the honor of opening the very first Hardware store in San Francisco after the fire. Mr. Vaut has just returned from Alaska where for seven years he had operated a successful Hardware store. Upon hearing of the fire, he went at once to Seattle, where he procured a stock and by the time it arrived Mr. Vaut had his building up at 115 Grove St., and early in May opened his store for business. E. D. Vaut Hardware Co., will make a specialty of merchandise, tools and pick-up Hardware. Mr. Vaut said that his present location was only temporary, and that in the near future he hoped to secure a store on Market St.

One of the oldest established concerns to procure a location

and complete stock is the Dunham, Carrigan & Hayden Co. With wonderful pluck and in a surprisingly short length of time, this concern at once secured a new stock, and have maintained their force of some forty salesmen hardly without interruption. The business of the Dunham, Carrigan & Hayden Co. is now going on with more activity than before the fire. This concern is making a big bid for the sporting goods trade, which department is in charge of Mr. Nelson, one of the most popular sporting goods men to the Coast.

Another wholesale concern to speedily recover from the fire is the Ralph Brown Co., now located in their permanent new building on South street. In addition to a line of tools, Hardware specialties, and dog collars, the Ralph Brown Co. carry a very complete line of sporting goods. Mr. Brown has been in the trade for years and understands well the local demands.

A FINE RETAIL STORE.

A finely stocked store located at 950-52 Van Ness Avenue is now occupied by Chas. Brown & Sons with a big stock of stoves and ranges, shelf and building Hardware and tools. The extensive line of Kitchen supplies and Hotel and Restaurant goods carried by Chas. Brown & Sons is well displayed, making an unusually attractive appearance. Van Ness Avenue, a few months ago the beautiful residential street of San Francisco, is now the centre of the temporary retail district of the city. On both sides for blocks one and two story modern or sheet iron buildings have been erected, giving the appearance of a frontier town rather than the principal business section of a city, with our 200,000 population.

The new firm of Brittain & Co., are located on Van Ness Avenue at the corner of Turk Street. Mr. Brittain was for some years associated with the Pacific Hardware & Steel Co.

GREGORY HARDWARE CO.

One of the best equipped stores and best arranged in the city, is that of the Gregory Hardware Co., located at 519-21 Golden Gate Avenue, within a block of Van Ness Avenue. By well-placed advertising and by the use of thoroughgoing practice and up-to-date business methods the Gregory Hardware Co. at once established themselves as one of San Francisco's principal business houses. A strong line of builders' Hardware is carried, and complete and up-to-date lines of household utensils, glass, paints and oils. The Gregory Hardware Co. are also carrying a full line of doors; sporting goods are being added. L. A. Spangler, who is the general buyer for the Gregory Hardware Co., is one of the best posted Hardwaremen on the Coast.

In speaking of trade conditions Charles M. Sage, of the Sage Hardware Co., said: "The demand for goods here now is so varied that the San Francisco Hardware Store to-day must carry a stock more as you would find in a country store. We will have a call for a fine tool, next customer will probably want a buck-saw—then a fine carving set will be sold. There are a lot of Hardware stores but there is business for all." The store of the Sage Hardware Co. is at 1462 Market Street.

Stalder & Hinkelbein are now located on Polk Street, between Sutter & Bush, and are taking care of their old customers in Hardware and stoves. This firm are making a special bid for roofing and jobbing work and are kept busy by the great building operations.

At 728 Polk street is the Union Hardware Co., carrying a big line of 'mechanics' tools and Hardware specialties. Electrical goods are also being added.

The big store of the California Hardware and Cutlery Co. at 812 Van Ness Avenue, is well stocked with general Hardware. This is a new concern, being a partnership formed by J. H. Miller, S. B. Moe, and M. A. Johnson. Mr. Miller of the firm said that the concern were handling all the business possible and that the future was filled with brightness.

One of the old concerns to get a good location near his old store is S. J. Dean, now at 1532 Market Street. Mr. Dean spoke encouragingly of local conditions and of the prospects in the future. He said that there was of course a great demand for tools of all kinds.

BACK AT THE OLD STAND.

Seller Bros. & Co., whose big store at 101 and 103 Market Street was gutted by the fire, and all stock destroyed, are again in the old store and stock is arriving daily. With great activity Seller Bros. & Co. went at once to work after the fire and fitted up the building and ordered a new stock. There was an air of activity about this house which spoke volumes for the business, the house is already doing.

A duplicate of the old familiar sign seen by so many people for years on lower Market Street of the Alexander-Yost Co., is now over this firm's store at 1437 Pine Street. The old friends of the concern are finding the new store and proving their loyalty.

(Concluded on page 40.)

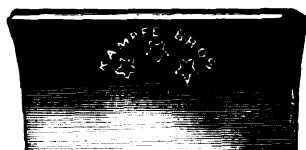
THE GENUINE KAMPFE



THE RAZOR.

**STAR
Safety Razor**

Price \$1.50



THE BLADE.

Three Stars for Shavers



THE CASE.



SOME things, though old, have never been improved upon. Sunlight is still the best light and The Star Safety is still the best razor. New-fangled fad razors and cheap imitations of the Star have come and gone, but after the 30 years that the Star has been in use, it is still the best shaving instrument man has.

This is because the Star Safety razor is, first, built upon correct principles, and second, made of the very finest materials. The Star blade is hand-forged in the old-fashioned way from the finest razor steel, ground concave and tempered by a process peculiar to Kampfe Brothers. The Star process makes the kind of razors that are

handed down from grandfather to father and son.

The Star Blade can be honed and stropped more easily and better than the old-fashioned razor—if our patent Star Strop is used. A blade that cannot be honed or stropped, cannot give you the velvety shave of a Star. The Strop puts a finer edge on a blade than can be done by any sort of grinding. Naturally this fine edge is dulled by one shaving, so that a razor blade must absolutely be stropped for each shaving if the shaver is going to get the best kind of a shave.

KAMPFE BROS.

8-12 Reade Street,

New York

POPULAR TALKS ON LAW

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CONTRACTS.

NO. 6. CONTRACTS BY MAIL, TELEGRAPH, TELEPHONE.

A person making an offer may require that the acceptance shall be made in a particular manner; in such a case an acceptance in any other manner will not constitute a contract.

Example: A in Detroit wires B in New York, that he will sell five hundred dozen eggs at eight cents a dozen, and adds, "Wire acceptance." On receipt of the offer B writes and mails a letter of acceptance. On the following morning, before the letter of acceptance is received by A, A sells the eggs to another customer. B is without recourse. An acceptance wired, however, in case the offer had said, "mail acceptance," would probably be sufficient.

A person making an offer may require that the acceptance be communicated to him, and in such case an acceptance not communicated although actually sent, will not fulfil the requirements of a contract.

In Massachusetts the law is contrary to the generally accepted law as laid down in this article. There, it appears, the receipt of the acceptance is always deemed necessary to the completion of the contract.

A person may not make an offer and stipulate "If I do not hear from you I will consider this offer as accepted," and bind the person to whom he has made the offer by that person's mere silence. Mere silence in the law is not consequent, generally speaking, though there are instances where this common law, "silence gives consent," is true in the law.

An answer giving the price of an article in response to an inquiry as to its price is not necessarily a proposal or an offer to sell it to the particular person inquiring the price.

Example. B in New York writes A in Detroit asking the price of five hundred dozen eggs. A writes, "eight cents a dozen." B responds, "I will take them." A contract is not thereby completed. A's statement of price does not necessarily mean that he will sell them to the person inquiring.

Most, if not all, the rules relating to contracts by letters are equally applicable to contracts made by use of telegraph.

Where one party makes an offer by telegraph which is accepted by the other party by telegram, the contract is as valid as though it had been made by letters through the mails, or even directly by the parties in person. The contract is completed by telegraph when the acceptance is written and handed to the telegraph company, or its agent, for transmission.

If the offer is communicated by mail and the acceptance is communicated by telegraph, when is the contract completed? The doctrine of agency, to which we have referred, and by which the offerer makes the post his agent, and by reason of which the delivery of the acceptance to the post is the affirming of a contract would not seem to apply here, as the making of the offer by mail cannot make the telegraph company an agent of the offerer. If the offer is made by post and the acceptance is made by telegraph, the telegraph company is really the agent of the acceptor, and therefore the notice of acceptance in the case of a telegraphic message in reply to a letter must be delivered to the offerer or to his duly authorized agent, before the contract is completed and binding.

When an offer is made by telegraph it is best to accept it by telegraph, as the handling of the message of acceptance to the telegraph company for transmission completes the contract, the telegraph being the implied agent of the offerer. By mailing a letter accepting an offer made by telegraph one is liable to be defeated in his acceptance by receiving a retraction of the offer before the acceptance reaches the offerer. The postoffice in that case cannot be considered as the agent of the offerer, he having chosen the telegraph as the means of communication.

Persons using a telegraph as a mode of communication are not responsible for, nor bound by the errors of the operators in transmitting messages.

Example. B in New York telegraphed A in Detroit asking on what terms he would sell him one hundred dozen eggs. A answered stating his terms. B telegraphed, "Send one hundred dozen." The operator sent it "Send five hundred dozen." A sent five hundred dozen eggs. B refused to accept more than one hundred dozen, on the ground that his telegram as he had written it specified one hundred. B could be compelled to take but one hundred dozen eggs.

Inasmuch as communications by telephone are personal, although the parties are out of sight of each other, the ordinary

rules of personal communication apply. The only question that arises is the question of fact as to whether the person to whom or by whom the offer was communicated was the principal, or the principal's duly authorized agent. This of course is difficult to prove oftentimes, but where the contract is in dispute it is necessary to do so.

SAN FRANCISCO RISING FROM HER ASHES.

(Concluded from page 38.)

A good advertiser is the Williams Hardware & Stove Co. All through the city are the signs of this concern and everyone knows the store is located on Market Street near the corner of Van Ness Avenue.

The Palace Hardware Co., have opened at 456 Golden Gate Avenue in the building erected specially for them. It is well arranged and has handsome fixtures—give a permanent as well as up-to-date appearance.

The big wholesale stock of Baker & Hamilton was completely destroyed. The concern are now handling their trade in good shape, being located at 115 Berry Street.

A big line of stoves and kitchen goods is being shown by W. W. Montague & Co., now located at 2251 Folsom Street.

That justly popular Hardware man, C. H. Philpott, has started again in the retail business with a well stocked store at 135 Fifth Street. Mr. Philpott said that it was not a question of selling goods as much as one of procuring and delivering them when sold.

When one knows the actual conditions it is more easy to understand the great future of San Francisco. There is a demand to-day for 30,000 more men. The present demand for labor is so great that a good bricklayer can easily make \$8.00 a day—and some are being paid \$10.00. Plasterers are being paid the same—while the minimum scale for carpenters and metal workers is \$4.50. There are building operations under way now of over \$50,000,000 in value.

The history of San Francisco has been one of steady growth in wealth and in commerce. The future is still greater than the past. The sun which set upon a burned and ruined city has risen again to shine upon a new, a greater San Francisco—more beautiful than the old, with a commerce which will extend to all parts of the globe.

HAMMERNAIL.

Absolute Accuracy

beautiful finish and strength of shooting is shown in the

FAMOUS Hamilton Rifles

MODEL No. 23

Retail Price \$3.00

Full length 35 in. Barrel and action 21½ in. long. Take-down, Bolt-action Model. Stock Genuine Walnut. Barrel finely tapered and beautifully finished in blue-black gun finish. Automatic action in loading and ejecting exploded shell.

MODEL No. 19

Retail Price \$2.00

Like No. 23, combines simplicity, beauty of finish, strength and shooting power. Simple loading process; improved extractor, rapid and perfect in action, convenient "take-down" features.

MODEL No. 15

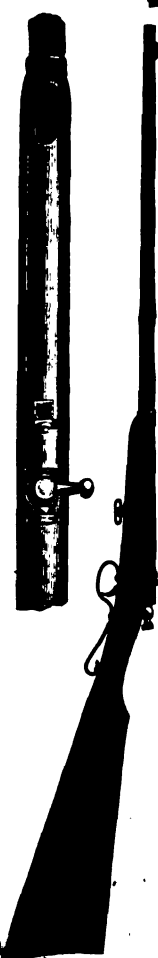
Price \$1.50

is made like No. 19, except the barrel is 4 in. shorter.

This superb line of 22 calibre Rifles, ideal for target practice or hunting small game, was never offered at the prices we quote.

Hamilton Rifle Co.

PLYMOUTH, MICH., U. S. A.

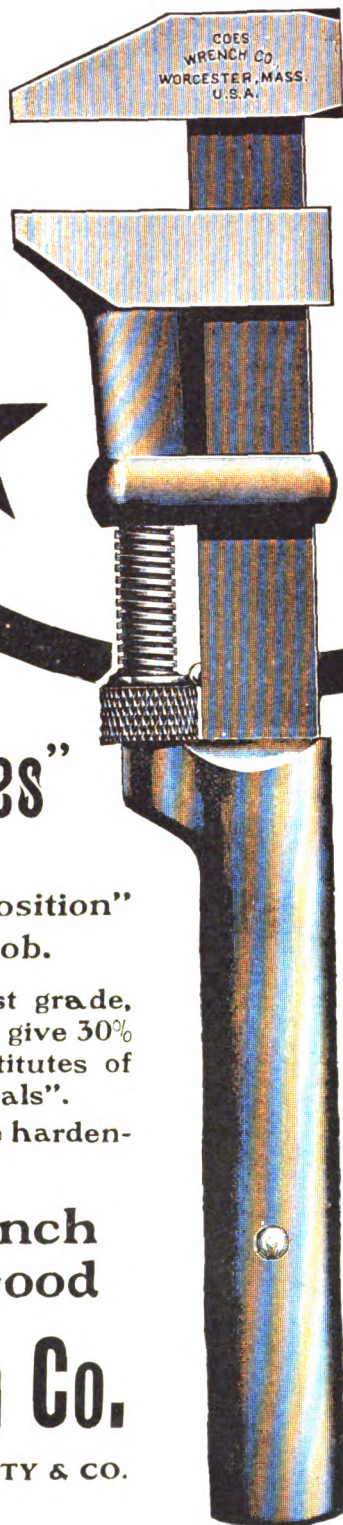


A ROUND OF SUCCESS

comes to the Dealer who handles

"Coes"

Genuine
Steel-Handle
Screw
Wrench



30 %

Stronger

Than Any
Other Wrench
Made



The  **"Coes"**

is the "toughest proposition"
for the toughest job.

It is all metal, of highest grade,
placed in such form as to give 30%
more strength than substitutes of
equal size or so called "equals".

The wearing surfaces are harden-
ed and carefully tested.

**It's The Wrench
That Makes Good**

Coes Wrench Co.

New York Agents J. C. McCARTY & CO.
10 Warren Street

It's a Coes

throughout and---once a
Coes, always a Coes.



No amount of rough work will
cause it to lose its identity.



It's unusual strength and use-
fulness makes it a safe tool for
any mechanic---the safest for
the dealer.

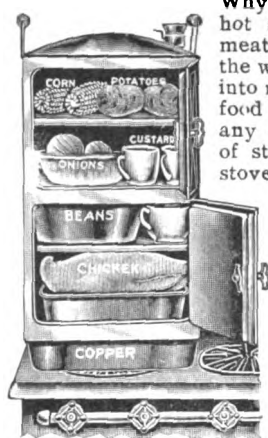


Put it to a test
by a sample order.

Worcester, Mass.

JOHN H. GRAHAM & CO.
113 Chambers Street

Let Me Do Your COOKING



Why worry, watch and fret over a hot stove when you can put your meat, vegetables, custards—in short, the whole meal for the whole family, into my ample shelves and cook it, as food never was or can be cooked in any other way, over **One Burner** of stove, range, gas, gasoline or oil stove?

I come in both round and square shapes—both kind have whistles.

Prices, \$2.00, \$2.50
\$3.00, \$4.50 up.

No watching; no basting; nothing overdone nor underdone. I am the

IDEAL COMBINATION STEAM COOKER AND BAKER

made of heavy tin or copper, with **All Copper**, seamless drawn tank; seamless top. No sharp corners on me to catch the clothing or hands or to retain grease or dirt. I **Blow My Whistle** 20 minutes before water needs replenishing; never go on a strike or talk back. I **Cut the Cost of Fuel and Work in Half**, save time and wear and tear on your temper and vocabulary. I hold 12 one quart cans in canning fruit. Write now for

Free Book 48 pages. It tells you all about me. Gives full details; letters from people all over the land who would not do without me for ten times what I cost.

THE TOLEDO COOKER COMPANY, 1339 WEST BANCROFT STREET, TOLEDO, OHIO, U. S. A.

Mr. Dealer

Do you know there's a demand for a *good* steam cooker which you should supply? The profit on goods you are "out of" will never come back. We prefer to sell a progressive dealer rather than direct.

Our Advertising Helps You to Sell

IDEAL STEAM COOKERS

A reproduction of the advertisement shown herewith will be read in leading publications every month by

Over Ten Million Women

The thousands who answer this advertisement will be referred by us to local dealers carrying our line.

Your Customers Will Demand Our Goods. Are You Prepared to Supply Them?

Take advantage of this opportunity to *profit by our expenditure.*

48 PAGE BOOK FREE—Write for it to-day, with confidential prices to dealers.

Our Catalogue fully describes 100 other household and kitchen specialties.

SELLING STOVES.

A talk on "How to Sell Stoves," by W. T. Leckie, Michigan representative of the Estate of P. D. Beckwith, Dowagiac, Mich., opened the Thursday morning session of the convention of the Michigan Hardware Association in Detroit, August 8, 9 and 10. He spoke in part as follows:

I believe in order to sell Stoves or any other article the most essential thing is to know about the article one is going to sell and to know it thoroughly. The next most essential thing is to have implicit confidence in the article. In order to have confidence and believe thoroughly in the article I believe you should sell good goods, high grade goods with a reputation, something that will stand up and make good for all of the good things you say for it.

One of the mistakes I think a great many retailers make in buying goods is that they don't listen to the story that is being told them by the man who is selling the article. I believe to-day that the greatest educator with which the retailer comes in contact is the commercial traveler. I do not say this to you because I happen to be one of that unfortunate army, but if you are to know the qualities of the goods you are buying, and you are buying goods to sell, you must listen to the story of the man who sells them to you. I know the average retailer is a busy man. And he often says, "if I spent the time the average traveler thinks I should spend with him I would not accomplish anything."

There are two kinds of travelers, one is a gentleman and the other is the boor who never knows when to quit. When the gentleman traveler comes to call treat him with every courtesy; in fact, treat him the same as you would a customer. The boor I would show to the door. By listening to the story of the salesman you will understand the merits of the article you wish to sell, and this you should do. It is as necessary for the clerk to know about your goods as it is for you. How many of you take your clerks into your confidence or give them all the information you know about what you are dealing in? I believe the best thing the retailer can do is to educate the clerk on every article that he wishes him to sell. And I believe it is just as essential for the clerk to try and learn and pick up all the knowledge he can as it is for his employer to inform him. There is not a single walk in life to-day that has as many good openings in it as that of the salesman. Every concern, manufacturer or jobber, is always on

the lookout for a good salesman, and I believe that salesmanship should be classed with the arts.

Another very necessary thing in the sale of Stoves is that of display. If you are going to be successful in the sale of any line of Stoves you must display them on your floors. I have gone into stores where I have seen Stoves covered up with blankets or harness or dishpans, and nothing could be seen of the Stove but perhaps the legs. And this man will tell me that he has not been as successful in selling Stoves as Jones over there; that he cannot sell them, and one of the great reasons why he does not sell them is that he does not display them. I believe when a lady walks into a store to buy a Range or any other article it is half sold when it appeals to and strikes her fancy, but it ought to be clean and polished and made attractive.

Another thing the retailer falls down on is letting his competitor run his business. A great many times you meet a man in the Hardware business who says, "I have to have goods of a certain price because my competitor has them." I don't think that is necessary. I think if every retailer will handle a good line and present it properly to his customers the other fellow won't run his business. The successful fellow is the one who runs his own business and pays no attention to his competitor.

HUMOROUS LOGIC.

That Kentucky professor who recently advocated the practice of "spraying the lips with a carbolic atomizer before kissing to avert danger of death dealing microbes," should have been addressing an old maids' club, and not a teachers' institute. When teachers kiss it is no cut and dried affair, they are not thinking of either microbes or atomizers.

A recent newspaper dispatch tells of a New Jersey woman who has trained her cats to run up a cherry tree when she gets after them with a broom, and as long as they are in the tree they keep the birds away from the cherries. Larger animals can be trained in the same way. We have often heard of men who would run from a broom in the hands of a determined woman.

A merchant of St. Joseph, Mo., recently had a bargain day with dishpans as the attraction, and the bargain hunters really fought over them. That shows what a habit bargain hunting has become. Probably not a single shopper in the bunch liked to wash dishes.

Gillette Safety Razor

NO STROPPING NO HONING



**It Pleases
Every User.**

**The Most
Wonderful Selling
Razor
in the World**

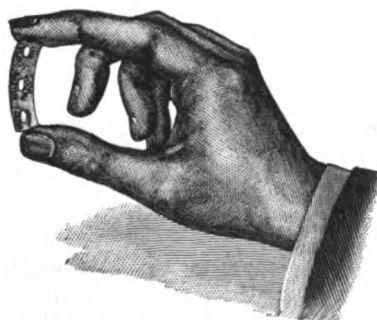


It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth, comfortable shaves.

Triple silver-plated set with 12 blades \$5.00.
Quadruple gold-plated set with 12 blades \$10.00.
Quadruple gold-plated set with 12 blades and monogram \$12.00.
Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.
Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

Sold by Leading Drug, Cutlery and Hardware Dealers.



We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Alice, Tex.—The Alice Mercantile Co. has been incorporated with a capital stock of \$20,000, and will handle Hardware, etc.

Andalusia, Ala.—The Benson Hardware Company, capitalized at \$100,000, has filed a certificate of incorporation. The object of the company is to operate a mercantile business. The incorporators are O. L. Benson, D. A. McArtan, D. A. McRainey and C. E. Black.

Beemer, Neb.—Robert Jark has engaged in the Hardware business.

Brooklyn, N. Y.—B. H. Kinney Company has been incorporated to deal in builders' Hardware; capital, \$4,000. Directors—H. R. Ferguson, R. B. Ferguson, and S. H. Kinney, Brooklyn.

Caldwell, Idaho.—The Boyes Hardware Company have opened for business in the Steunenberg building. Mr. Boyes will carry a complete line of Hardware.

Columbus, Ohio.—D. M. Rogers of Corning is remodeling the former factory of the United States Carriage Co., at 137-139 Main Street, and will open a general stock of Hardware, stoves and furniture, about September 1.

Covington, Ga.—James R. Stephenson, R. E. Stephenson and D. A. Thompson, Jr., have applied for a charter under the caption of the Stephenson Hardware Co. The capital stock will be \$10,000.

Custer, Wash.—O. Colton is opening a new Hardware store.

Dublin, Ga.—An application for a charter for the Robinson Hardware Company has been filed. The applicants are W. W. Robinson, Freeman H. Rowe and Cincinnati Whitehurst. The capital stock is placed at \$50,000, all of which has been paid in.

Detroit, Mich.—The Bush-Campbell Co., to deal in Hardware, has been incorporated by Charles T. Bush, Frank H. Boyer, W. W. Campbell and Charles E. Allen.

Flint, Mich.—A Hardware store is being erected by E. F. Parker on the corner of Third and Main streets on the site of the old Bancroft house. This will be a brick building 90x48 feet and will have a concrete foundation.

Hickman, Ky.—The Farmers' Hardware Company has been recently organized. D. B. Wilson, Geo. Carpenter, H. C. Barrett, John Bryant, J. T. Stephens, H. F. Remley, R. M. Isler, R. R. Isler and others have purchased the Powell block on Clinton Street, now occupied by W. A. Dodd and W. F. Montgomery, and will put in a complete line of Hardware and farming implements. The officers are: R. M. Isler, president; H. C. Barrett, vice-president; R. R. Isler, secretary and treasurer.

Lawton, Okla.—The Lawton Hardware Company has been incorporated with \$150,000 capital stock. The incorporators are: Allie Reeves, T. S. Bruce and D. Dow.

Oakland, Cal.—Articles of incorporation have been filed by the Montgomery-White

Hardware Co., with a capital stock of \$50,000. The directors are J. M. Montgomery, G. E. Archambault, C. E. White and Abe P. Leach.

Oxford, Neb.—Howell Bros. have opened a new Hardware store.

Pocatello, Idaho.—Articles incorporating The Leader Company have been filed. The company is organized to carry on the business of the Marshall-Belcher Hardware Co. The capital stock is \$25,000 and the incorporators are William, Norman and Gregory Belcher, C. C. Broxon and C. A. Boyd. Sedro Woolley, Wash.—Fritsch Bros., Hardware dealers, have incorporated their business.

Viking, Minn.—Nelson Bros. & Sandum are opening a new stock of Hardware, etc.

Changes and Improvements.

Alamosa, Colo.—A. L. Shire has purchased the business of the Spriesterbach Hardware & Furniture Co.

Afton, Iowa.—Bolinger & Nicholson have succeeded to the Hardware business of Bolinger & Barnum.

Byron, Neb.—F. W. Brown has sold his Hardware business to C. F. Voss.

Bartow, Fla.—The former owners of the Bartow Hardware Company, Logan & Son, have been busy with the new purchasers, T. L. and F. M. Wilson, in taking account of stock, preparatory to transferring same to the above named gentlemen. The firm name, Bartow Hardware Co., will not be changed, but the ownership will be entirely different.

Cole Camp, Mo.—The Rudolph Meyer Co. has succeeded to the Hardware business of Meyer & Hobein.

Cross Plains, Tex.—T. F. Wolf has succeeded to the Hardware store of Summers & Wolf.

Dickens, Tex.—Ballard & Vanleer have sold their Hardware store to Harkey & Reynolds.

Elkton, Mo.—P. M. Watkins & Son have sold their Hardware business to Stewart Bros.

Gibson, Neb.—N. J. Westcott has sold his Hardware store to J. H. Lippencott.

Hays, Kans.—C. W. Bell has sold his Hardware store to H. H. Winters.

Kiel, Wis.—The Simon Hardware and Manufacturing Company has filed an amendment changing its name to the Stoelting Brothers Company.

Kathleen, Fla.—X. C. Strickland, has lately purchased the stock of the Kathleen Hardware Co. and is now in charge of same.

Pulaski, Iowa.—T. O. Jesse has purchased the business of the L. C. Wilson Hardware Co.

Moscow, Idaho.—C. F. Stork has purchased the business of the Gem City Hardware Store.

Myrtle Point, Ore.—T. W. McCloskey has succeeded to the Hardware business of McCloskey & Mehl.

May, Texas.—The May Mercantile Co. has purchased the Hardware store of J. S. Harlow & Co.

Midland, Mich.—Thos. J. Kelly, who has acquired the C. C. Anderson Co., bankrupt Hardware stock, proposes to open a Hardware store in the Simmons building.

Ponca, Okla.—J. A. Fowler has sold his interest in the Hardware firm of Fowler & Gott to E. R. Peterson.

Scribner, Neb.—Ed. C. Hoffman has purchased the Hardware store of Caries Marquardt.

Texico, N. M.—Weatherly & Talley have purchased the Hardware business of Bennett Bros.

Vesper, Kans.—J. F. Schnell has sold his Hardware store to E. C. Ganity & Co.

Weaubleau, Mo.—Williams Bros. have sold their Hardware store to C. H. Leellen.

Weir, Kans.—Geo. O. Hunt & Co. have purchased the Hardware store of Fred & R. J. Roth.

White Plains, N. Y.—W. H. Sniffin, who for thirty-two years has conducted a Hardware store on Railroad Avenue, has sold out to his former manager, Edger Klein, who has taken possession.

Wayland, Iowa.—Ben Hill has sold his Hardware and implement store to Charles Gorum of Washington.

Merna, Neb.—Francis & Graham have purchased the Hardware store of Carey & Menary.

Montesano, Wash.—T. J. McDowell has been succeeded in the Hardware business by McDowell & Phillips.

Morrisville, Vt.—The Hardware firm of Webster & Saunders has been dissolved and A. W. Stone of St. Johnsbury has bought Mr. Saunders' interest in the business.

Mound Valley, Kans.—W. H. Humphrey has sold his Hardware business to McGinnis & Jamison.

Nowata, I. T.—W. P. Ringo has sold his Hardware and harness business to The Mercantile Co.

Oak Grove, Mo.—B. R. Fishback has sold his Hardware store to Erwin & Wolraven. Oelwein, Iowa.—R. F. & E. S. Stewart have succeeded to Stewart's Hardware Store.

Paradise, Utah.—Peter Jensen is moving from Paradise to Garland, Utah, where he will engage in the Hardware and lumber business.

Prescott, Iowa.—H. Reese has purchased the Hardware and stove business of J. E. Nutting.

Reading, Pa.—Joseph B. Ganter, who has been engaged in the Hardware and stove business at 201 Schuylkill avenue for the past twenty years, has sold out to E. R. Snyder. Mr. Snyder has already taken possession.

Schenectady, N. Y.—Clark Witbeck, the Hardware dealer, is moving into his new fire-proof five-story building on State street which is nearing completion.

Sedalia, Mo.—T. J. Turner, the tinner, with a shop at 112 East Third street, has decided to establish a Hardware store in connection with his tin shop, and is engaged in installing his new equipment.

Stuart, Neb.—Reuben Taft has sold his Hardware business to Gallagher Bros.

Peru, Ind.—W. P. Babery, Hardware stock and building; loss, \$7,000; insurance, \$3,500.

Spokane, Wash.—The Hardware store of McGowan Bros. has been destroyed by fire. Loss, \$25,000; insured.

Sterling Hack Saws

A "tough job" is no respecter of Hack Saws. If below the standard of strength it will break their teeth, or back, or both. Not so with "Sterling" Hack Saws "Sterling" in quality they're equal to the toughest job. . . . That's why they are the most trustworthy sellers among Hack Saws.

THEIR EFFICIENCY CANNOT BE MEASURED BY ANY OTHER STANDARD THAN THEIR OWN.



THOUSANDS OF "STERLING" ENTHUSIASTS VOUCH FOR THEIR SALABILITY. TRY 'EM.

Send for "Sterling" Booklet and Prices

Diamond Saw & Stamping Works, BUFFALO, N. Y.

WE ARE ADVERTISING FOR YOU.

In September we commence talking to over two million, nine hundred thousand of the most intelligent, enterprising farmers of our country about the superiority of **PITKIN'S BARN PAINT**.

The talk is both interesting and convincing. Such high class, influential journals as Orange Judd Farmer, Successful Farming, Up-to-date Farming and Farm Life and many others of equal standing are being used. This means that those who are able to buy will be reached and persuaded.

Every advertisement and the whole follow-up plan sends the interested ones to you, Mr. Dealer. It is all so direct, vigorous, and continuous that it is simply bound to create business in your neighborhood.

Grasp your opportunity—have a stock of Barn Paint on hand when the inquirers come in and you are sure to make sales. Write us for details of the advertising plan and for prices, etc.

GEO. W. PITKIN CO.

PAINT AND COLOR MAKERS.

FOUNDED 1868.

ORIGINATORS OF BARN PAINT.

CHICAGO, U. S. A.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Birmingham, Ala.—The Gilbert Nut-Lock Company has been incorporated. Capital stock \$50,000. The objects of the corporation are to manufacture the Gilbert patented nut-lock to be used on "T" crossings and rails. James Gilbert is named as president in the incorporation papers, F. T. Johnston, vice-president, and J. M. Caldwell, secretary.

Chattanooga, Tenn.—Application for charter for the Fields Manufacturing Co. has been filed by B. F. Fritte, F. F. Granger, W. G. M. Thomas, L. Thomas and William Thomas. Capital to be \$10,000. The purposes of this company as set forth in the application for charter are to engage in the manufacture of all kinds of utensils, farming implements and other articles not named.

Canandaigua, N. Y.—Lawrence-Bostwick Manufacturing Co., Ltd., has been incorporated for the purpose of manufacturing cream separators, tinware, etc. Capital, \$40,000. Incorporators: M. H. Buell, Akron, N. Y.; E. L. Vezina, W. J. Brown, Canandaigua, N. Y.

Chester, Pa.—A new co-partnership under the firm name of Eurich & Tryens has been formed which will engage in the manufacture of drop forging dies and automobile and gas engine parts.

Chicago, Ill.—The Lovejoy Tool Works has been incorporated with a capital stock of \$35,000, and will continue the business heretofore conducted for some years under the name of Thomas H. Lovejoy. Mr. Lovejoy is one of the incorporators of the new styled company, and with him are William H. Dangel and M. E. Brennan. The line of manufacture consists of boiler makers' and railroad supplies.

East Orange, N. J.—Standard Separator Company has been incorporated with a capital of \$250,000; location in Illinois Chicago; capital in Illinois, \$1,000.

Mincola, N. Y.—New York Beck Lamp Co. has been incorporated to manufacture lamps and other devices and machinery. Capital, \$50,000. Incorporators, W. Ottmann, H. Schwartz, S. S. Sanguinette, New York City.

Los Angeles, Cal.—The Antique Hardware Manufacturing Co. has lately been incorporated under the name of the Western Lock & Hardware Manufacturing Co., with a capital stock of \$200,000. The incorporators and officers are: John Q. Tufts, president; Orville Ewing, vice-president and manager, and F. R. Greenleaf, secretary and treasurer.

Meriden, Conn.—A certificate of incorporation has been filed by the F. W. Loll Manufacturing Company. The company will manufacture kitchen utensils and light Hardware. It has an authorized capital of \$5,000. The incorporators, all of Meriden, are: Fred W. Loll, Clarence W. Otto and Albert N. Butler.

Newark, N. J.—International Nut Lock Company has been incorporated; agent in charge, Henry Pomeretne. Capital stock,

\$300,000. Incorporators, Le Roy Armstrong, Joseph H. Strange, Louis D. Fienot. The company is to manufacture locks, nuts and all kinds of machine Hardware.

New York, N. Y.—Conirbo Mfg. Co. has been incorporated for the purpose of manufacturing tools, devices, Hardware, etc.; capital, \$5,000. Incorporators: C. Ackesler, J. Weissner, R. J. Sachers, New York City.

Newark, N. J.—International Nut Lock Co., No. 286 Market Street, has been incorporated to manufacture nut locks, washers, screws and machine Hardware; capital, \$300,000. Incorporators: Le Roy Armstrong and Joseph H. Strange, South Orange, N. J.; Louis D. Frenot, Newark, N. J.

Pavilion, N. Y.—A new industry has recently come into prominence in this village. Rufus Hutchinson, who owns and controls a patent used in construction of wire fence, has installed a plant for making wire hooks with which to fasten wooden slats at right angles to the wires, stiffening the fence and reducing the number of posts necessary for its support. The wire is fed into the machine automatically from the bale, and the hooks are turned out complete at the rate of 150 and upwards per minute. The motive power is a gasoline engine.

Portland, Me.—Nemo Heater Company has been incorporated to manufacture appliances for heating, cooking, etc. Capital, \$1,000,000. President, P. C. Veerie; treasurer, D. W. Wormwood, Chelsea.

Sheffield, Ala.—A declaration of incorporation by the Stanford Steel Range Company has been filed. The new industry will manufacture, buy and sell steel ranges, heating furnaces and machinery of all kinds, and do all kinds of steel foundry and machinery work. It is capitalized at \$20,000, and its principal office will be at Sheffield. The incorporators are William R. K. Stanford, E. B. Wright, C. T. Robinson and R. H. Wilhoyte, all well-known citizens of Sheffield. William R. K. Stanford is president of the new organization; C. T. Robinson, vice-president; and E. B. Wright, secretary and treasurer.

Changes.

Bristol, Conn.—The Ira B. Smith Co. has succeeded Ira B. Smith in the manufacture of light Hardware and specialties; also dies and punches. The company comprises Marshall I. and Robert M. Smith.

Buffalo, N. Y.—Plans have been filed for a \$6,000 addition to the plant of the Buffalo Wire Works Company at 623 Jackson street.

Bridgeport, Conn.—The Standard Manufacturing Co., manufacturers of gear cutters, special light machinery and electrical novelties, are to erect a factory building with boiler house and elevator.

Chattanooga, Tenn.—The Chattanooga Plow Company has just completed the erection of a brick addition to the foundry which will enable the company to increase its melting capacity to twenty-six tons per day. The new addition is 85x126 feet in dimensions and is equipped with all modern appliances for the foundry work.

Greenfield, Mass.—The Goodell-Pratt

Company is making plans for the enlargement of its works which will greatly increase the output of the plant, besides considerably increasing the working force. The company has had plans drawn for a new foundry and will have everything in readiness to erect it in the early Spring. The building will be 75 by 170 feet in size, built of brick, one and two stories high. It will have a large cupola and will contain a complete foundry equipment of large dimensions.

Oakland, Cal.—The Byron Jackson Machine Works of Oakland, Cal., which formerly had its plant in San Francisco and since the fire has housed its machine shops in a hastily constructed warehouse, intends to erect a steel building 110 by 250 feet, in West Berkeley. In addition to this building a two-story pattern shop will be erected.

Newcomerstown, O.—The Rex Saw & File Co. is now in full running order. The capacity of the plant when in full blast will be between 300 and 500 dozen files per day.

New Britain, Conn.—The Russell & Erwin Manufacturing Co., manufacturers of Hardware, are to erect a building to be devoted to general manufacturing purposes.

Providence, R. I.—The Brown & Sharpe Manufacturing Co. is increasing its machine shop capacity by adding a story to the large building in which are located the offices, raising it from a three to a four-story structure, exclusive of basement.

Pawtucket, R. I.—The Potter & Johnson Machine Co., manufacturers of machine tools, are erecting a new building to be used for storage purposes.

Providence, R. I.—The Bullard Automatic Wrench Co. are planning the erection of a new and complete manufacturing plant in that city.

Reading Pa.—W. F. Price, manufacturer of gasoline lamps, has recently added the chandelier business, and is now making a full line of gas, electric and combination chandeliers.

St. Louis, Mo.—Two new factories, employing a total of 600 men, are to be built in Valley Park within the next three months. Papers for consummation of the deals already have been drawn and executed. The companies moving their headquarters to the county are the Acme Truck and Tool Company and the Wilson Heater Company. The factories, it is claimed, will cost \$250,000 each. The tool company employs 400 men and the Wilson Heater Company 200.

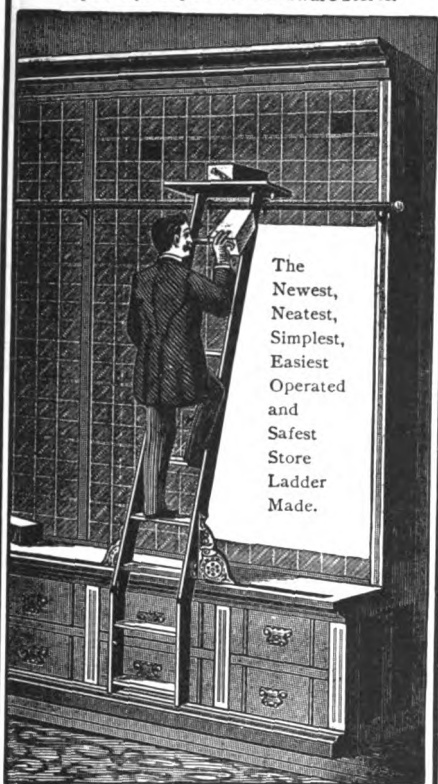
Toledo, Ohio.—The J. M. Skinner Bending Co. has amended its charter so as to enable it to make scrapers, wheelbarrows, carriage woodwork, road scrapers, and agricultural implements of all kinds. The company's plant is located on Broadway, at the Wabash tracks, and some improvements are to be made immediately to take care of the new products of the concern. The company will erect several small buildings at once.

Miscellaneous.

Erie, Pa.—At the annual meeting of the stockholders of the Griffin Manufacturing Co., held recently, it was decided to double the capital stock of the company, all the new stock being taken by former stockholders.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.

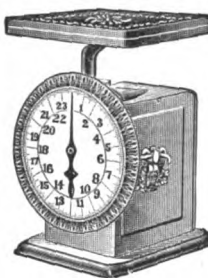


Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO ILL.

Pelouze Family Scales



No. 890 Steel Platform
No. 90 1/2 Tile Platter

Prudent Housekeepers Use
Pelouze Family Scales

(Warranted)
They can be instantly adjusted for
plate, basket or scoop.

CAPACITY—24 pounds by ounces.
The Pelouze Scales are invaluable to
proper cooking; indispensable in pre-
serving. They keep check on your pur-
chases. Soon pay for themselves.

No weights to get lost. Absolutely
automatic.

These SCALES are beautifully finished
in black enamel and are artistically
ornamented.

Extra Large Dial with Silver center
and gold border.

Very attractive. Made of cold rolled
steel. Send for Quantity Prices.

Pelouze Scale & Mfg. Co.,

118-122 West Jackson Boulevard, CHICAGO No. T90 Tin Scoop No. B90 Brass Scoop



"Black Hawk" Corn Sheller

Is recognized as the Standard of Excellence
as a hand corn sheller.

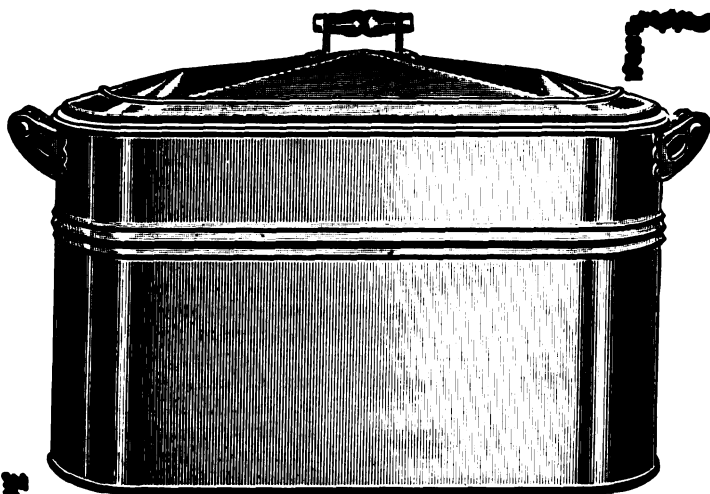
Capacity 8 to 14 bushels ear corn per hour.
Takes off every grain—throws out every
cob.

Made of Malleable Iron; will last a life-
time.

Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH, CLARKSVILLE, TENN.,
U. S. A.



"ATLANTIC" High-Grade Wash Boilers

TIN, COPPER and GALVANIZED IRON

Strongest and Best Made Boiler on the Market

Full Weights --- Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. 
Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy
wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New cata-
logue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.

BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Aberdeen, S. D.—H. E. Roilien is about to open a sporting goods store.

Bridgeport, Conn.—The Hardware & Sporting Goods Supply Company has been incorporated with an authorized capital stock of \$10,000. The incorporators are: Robert W. Curtis, E. F. Leeds and Beatrice W. Leeds.

Camden, N. J.—The Wilmot Motor & Cycle Mfg. Co. has been incorporated for the stated purpose of manufacturing motorcycles, bicycles and automobiles. The capital stock is \$125,000 and the incorporators named are C. M. Cushman, W. Davis, A. S. Flowers and M. M. Garrison, of Camden, and R. K. Dix, of Atlantic City.

Camden, N. J.—Wilmot Motor & Cycle Manufacturing Co. has been incorporated to manufacture automobiles, auto cycles, bicycles, etc. Capital, \$125,000. Incorporators: C. M. Cushman, W. Davis, Camden; R. K. Dix, Atlantic City; A. S. Flowers, M. M. Garrison, Camden.

Cartwright, Man.—A. C. Lawson is opening a new Hardware and sporting goods store.

Elmira, O.—The Columbia Steel Co., whose factory is in Elmira, Ohio, has become a Connecticut corporation, as one of the Pope interests. The corporation will begin business with \$1,000 and the amount of authorized capital stock is \$300,000, divided into 3,000 shares at \$100 each. George Pope, W. C. Walker and Geo. T. Morrow, all of whom are identified with the Pope Mfg. Co., are named as the incorporators.

Syracuse, N. Y.—The Syracuse Rubber Co., and the Rochester Rubber Co., who deal somewhat extensively in bicycle tires, have become incorporated under New York laws as separate companies, each with \$25,000 capital. F. C. Howless, of Syracuse; E. R. Rice of Buffalo, and C. W. Barnes, of New York City, are named in the papers for both companies.

Montreal, Can.—The Monarch Motor Co., capitalized at \$250,000, will go into the manufacture of automobiles.

New York, N. Y.—The Badger Brass Mfg. Co., of Kenosha, Wis., makers of the Solar lamps, have incorporated their Eastern factory, which is situated in New York City, under the laws of New York State. The capital is placed at \$1,000, and the directors for the first year are G. A. Yule and R. H. Welles, of Kenosha, and L. J. Keck, of New York.

Portland, Ore.—Manufacturers of sporting goods are asked to send catalogues and price lists to Backus & Morris, who have opened a store in Portland, to be known as "The Hardware Shop." They will make a specialty of fishing tackle and sporting goods.

Ranferly, Alberta.—Labelle Bros. have opened a Hardware and sporting goods store.

Regina, Sask.—Armstrong, Smith & Downswell have opened a new Hardware and sporting goods store and wish to re-

ceive catalogues.

Slocomb, Ala.—The Metcalf Hardware Company have opened a retail sporting goods business.

Trenton, N. J.—A certificate of incorporation was recently filed by the Trent Auto & Supply Co., whose principal office will be at 118 North Warren Street, in charge of John F. Toman. The capital stock is \$10,000. The company will handle automobiles and general sporting goods.

Changes and Improvements.

Almonte, Ont.—Taylor Bros. & Co., Carleton Place, have purchased the Hardware and sporting goods business of P. M. Young, and will conduct it as a branch store.

Boynnton, I. T.—Howard Bros. & McCuen have succeeded to the Hardware and sporting goods business of the Howard Hardware Company.

Coshocton, O.—W. D. Tracy has purchased the bicycle store of H. O. Nelson located in the Mulligan property on Main street.

Stanton, Neb.—Gustav Krenzein has bought out the sporting goods business of the Wagner Bros.

Montreal, Canada.—John Miller & Son have moved into larger premises at 321 St. James Street. They have a large trade in bicycle, automobile and electrical supplies.

Melbourne, Ont.—J. E. Hussey has added a stock of Hardware and sporting goods to his tinware business.

New Milford, Conn.—M. H. Mallett has succeeded to the sporting goods and Hardware business of Straub & Mallett. In the future more attention will be devoted to arms, ammunition, etc.

Rockford, Ill.—The sporting goods store and business of H. D. Ticknor on North Main Street, was recently purchased by Louis Thiess.

Springfield, Mo.—Hagebush & Weaver have purchased the business of the Weaver Hardware Co., and will hereafter handle a good supply of sporting and athletic goods.

Table Rock, Neb.—Carmichael & Smith have sold their sporting and athletic goods business to Nemescheck Bros.

Wilkesbarre, Pa.—Although the Kingston Garage and Motor Car Co. has changed hands, the bicycle department will be continued as heretofore. G. W. Schulte, of Scranton, Pa., has purchased the business from S. R. Snyder and J. H. Brandt, and installed S. D. Bishop as resident manager.

Waynesburg, Pa.—The Luce Bros. have purchased the sporting goods business of Walter Scott.

Embarrassments.

Chicago, Ill.—One of the immediate results of the disastrous failure of the Milwaukee Avenue State Bank in Chicago, so far as the bicycle trade is concerned, is the placing of the Steel Ball Co., of this city, in the hands of a receiver. Judge Berthea, sitting in the United States District Court, appointed W. F. Ziebel to take charge of the property of this company. According to the statement of the Bank Examiner who has been at work on the books ever since the bank closed, the indebtedness of the Steel Ball Company to

the institution is in the neighborhood of \$180,000.

Miscellaneous.

ITALIAN DUTIES ADVANCE.

A commission has just submitted a report to the Italian Parliament according to which the duties on cycles, motorcycles and parts will be raised to the following charges: Motorcycles, per machine, 80 liras (\$16.00); ordinary cycles, per machine, 42 liras (\$8.40); cycles with more than three wheels will have to be paid for as carriages for the transport of persons; parts of cycles and motorcycles, with the exception of such as can be classed as raw steel or iron parts per 100 kilos, 100 liras (\$20.00); cycle frames will be taxed as finished machines.

SMOKE AS A PUNCTURE FINDER.

How to locate punctures in tires which are porous, long has been a much argued question. The problem has now been solved once and for all by Charles Long, a Welsh collier living near Cardiff. By his method a thick smoke is pumped into the envelope, which leaks out every flaw and reveals its exact location.

The invention takes the form of a specially prepared fuse which, when ignited, is almost flameless, and gives off a large amount of very dense white smoke, and which is said to be non-injurious to rubber. The fuse is struck on an ordinary matchbox, and placed in a suitably constructed small iron cylinder, which can be at once attached to any inflator.

The smoke is pumped into the tube and invariably locates the puncture in a few seconds. This whole contrivance need not be more than an inch and a half in length, and can be conveniently carried in the waistcoat pocket. The device complete can be manufactured at a cost of less than a nickel.

MANUFACTURERS RECORD

Meriden, Conn.—The stockholders of the Aetna Nut Company at their meeting recently elected the following directors: Andrew S. Upson, Unionville; H. H. Clark, Milldale; S. D. Neal, M. B. Wilcox, Southington; A. R. Treadway, Cleveland, and H. C. Judd, Hartford. The directors then elected as follows: H. H. Clark, president; B. S. Porter, secretary and treasurer; Stephen D. Neal, general manager.

Southington, Conn.—The annual meeting of Clark Brothers Bolt Company was held recently and the following directors were elected: Henry H. Clark, Charles G. Perciani and Edwin S. Todd, of Southington, and Charles W. Clark, of Chicago. The following officers were also elected: H. H. Clark, president; Charles H. Clark, vice-president; Edwin S. Todd, secretary and treasurer; Charles Perciani, superintendent.

Southington, Conn.—The meeting of the stockholders and directors of the Southington Cutlery Company was held recently, at which the stockholders elected the following directors: M. B. Wilcox, C. H. Clark, M. H. Holcomb, Charles Campbell, Southington; C. E. Jennings, Webster R. Walkley and George Munson, of New York City. The officers elected were: C. E. Jennings, president and treasurer; M. B. Wilcox, assistant treasurer; J. H. Baldwin, secretary.



The "FOLLETT"
NUMBERING MACHINE
PRICE \$5.00
STYLE OF IMPRINT
123456

Six wheels—steel figures—printing from one to one million. Numbers consecutively, duplicates or repeats AT WILL.

Sent to responsible parties on approval.
CUSHMAN & DENISON MFG. CO.
240-2 W. 23d St., New York City.

Barrett Glass Cutters
Best in quality. Unsurpassed as sellers.
Get prices from

W. L. Barrett, Bristol, Conn.

PLEASE
MENTION
"HARDWARE"
WHEN
WRITING
ADVERTISERS.

THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

*Name always stamped on the handle.
You should have our complete catalog.*

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

"Saw your Ad. in
HARDWARE"

--Don't leave that out when writing to these advertisers.



**QUALITY
COUNTS
FIRST**

in a Revolver. If you do not wish to sell a customer a second time, then it might pay you to offer him a cheap and worthless weapon on which you make a big profit. If you want his future trade, sell him the famous

H & R REVOLVER

recognized as the greatest revolver value for the money. H & R Revolvers are noted for their accuracy, safety and durability. Made of the best obtainable materials, in a factory fitted with the most improved machinery, operated by highly skilled mechanics; each one is rigidly inspected to insure absolute freedom from flaws of any kind. Every part is accurate to the thousandth of an inch. H & R Revolvers are free from shake or rattle, and if treated with ordinary care will last a lifetime and can always be depended on. When you sell one you make a friend of your customer, and he'll come again to buy cartridges or other goods he may need in your line.

If you have never handled these goods, it is to your interest to put in a stock at once. They are the kind that don't stay on the shelf, and that make satisfied customers. Send for catalogue.

HARRINGTON & RICHARDSON ARMS CO.

315 PARK AVE., WORCESTER, MASS.

Also makers of Single Guns.

Your Profits Will Climb With You



the moment you install Milbradt Rolling Step Ladders in your Store. They are absolutely safe, noiseless, neat, always ready for use and will last a lifetime. With

**Milbradt Rolling
Step Ladders
PLUS**

A Little Planning

you can enlarge your Store, make it more convenient to yourself and customers, which will more than pay their cost in a very short time. Send us your specifications and let us send you prices.

MILBRADT MFG. CO., 1435 N. 8th St.
ST. LOUIS, MO.



100 Perfection Paper Fasteners, mailed for 10 cts. Schooley Novelty Co., Homestead, Pa.

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

Salesman Wanted.

WANTED—Hardware salesman to travel Montana. Must be posted on general Hardware, sporting goods and tinware. Address, giving age, experience, reference, etc., "Wholesale Hardware," care of **HARDWARE**.

SUPERINTENDENT. Pennsylvania concern wants man thoroughly familiar with scale tang table cutlery to take charge of factory. Submit details of experience, naming least salary will consider, or call at our office. Hapgoods, 305 Broadway, New York.

SALESMAN visiting Stove and Hardware trade to handle household specialty as a side line; extensively advertised in largest magazines, easy seller, immense sales, big profits. In writing state line you are selling and territory you cover. Address C. E. Swartzbaugh, 1336 West Bancroft Street, Toledo, Ohio.

THE SCHWEDTLE STAMP CO.,
MANUFACTURERS
Fine Hand Cut **STEEL LETTERS** and **FIGURES**.
Send for Catalogue. **BRIDGEPORT, CONN.**

Position Wanted.

HARDWARE salesman wants position with large Hardware firm; inside or out, having seven years experience. W. B. Barker, 101 Struben Street, Brooklyn, N. Y.

PLEASE
MENTION
"HARDWARE"
WHEN
WRITING
ADVERTISERS.



GET BUSY

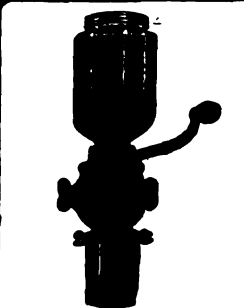
That is the one secret of success in the Hardware trade.
The rapid sales and quick turning over of capital that

A Line of Arcade Goods

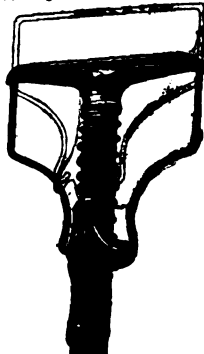
will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 300 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.



The Crystal Coffee Mill



The Gem Mop Head

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

THE JEWEL COFFEE MILL with glass canister holding one pound of coffee. This is a companion of the Crystal, but sells at a lower price. A liberal dose of these two mills will prove a tonic to your coffee mill trade.

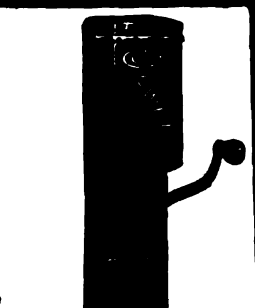
THE EIGHT SPACE SPICE CABINET is made of hard wood in natural finish. It is strongly built to withstand the roughest usage. Each compartment is labeled and fitted with iron pulls. The general effect is one that appeals to the careful housewife.

Write for Our Latest Catalog

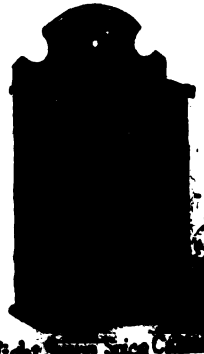
ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Jewel Coffee Mill



The Eight Space Spice Cabinet



Scythestone Box A
7 Varieties on Display

Each assortment is packed in an individual shipping case; consequently there is no unpacking of stock and refilling on small orders with the usual breakage and loss of time. Assortments may be re-shipped to your customer by simply changing the stencil on the shipping case.

Each assortment is attractively arranged and displayed and will appeal to up-to-date trade.

Mr. Jobber:—You cannot afford to overlook the manifold advantages resultant from your carrying a stock of **Pike's Selling Assortments**.

We are now offering to the trade three Oilstone, two Scythestone and two Razor Hone Assortments, each in itself a salable assortment of merit.

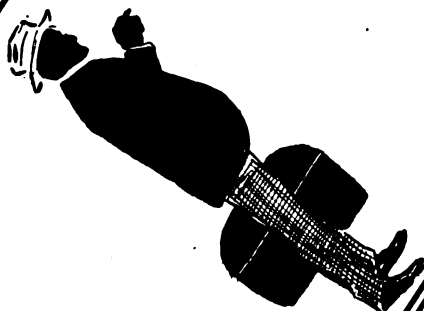
Mr. Jobber:—Are you handling
The Pike Selling Assortments?
DECREASED COST IN HANDLING GOODS AND FILLING ORDERS.
INCREASED PROFIT BY INCREASED SALES.

Each assortment leaves a good profit to the trade and a liberal margin for the jobber.

Imprinted booklets furnished without cost on a trial order.

The Pike Mfg. Co.
PIKE, N. H.

Manufacturers of Sharpening Stones,
Corundum Wheels and Emery Wheels.



**Oilstone
Box No. 1**

showing method
used in displaying
stock in the Oilstone
assortments.



SOMETHING FROM

To the Wholesale Hardware Salesman
making the largest sales of our Product
for one year.

| | | | | | | |
|---------------|---|---|---|---|---|--------------|
| First Prize, | - | - | - | - | - | \$1,000.00 |
| Second Prize, | - | - | - | - | - | 500.00 |
| Third Prize, | - | - | - | - | - | 250.00 |
| 10 Prizes of | - | - | - | - | - | 100.00 each. |

To all others who enter the contest, 5% on their sales of our
goods for one year.

Here is an opportunity for EVERY salesman of the wholesale houses handling our goods to make extra money for themselves and profit for their houses.

If you wish to enter the contest, write us at once, giving us your name and address and the house you travel for, and we will enter your name on the list and give you any information you may require, sending you one of our new catalogs and advise you when the contest will commence. Every three months you will send us a report of your sales certified to by your house, and we will issue a bulletin giving the standing of the contestants.

For years we have realized that but a small percentage of sharpening stones has been sold to the consuming public that could be disposed of through a proper display and sales medium. The Selling Assortments were the outcome of our constant endeavor to remedy this condition. Retail merchants handling the cabinets report largely increased sales. This success warrants the larger distribution of the Selling Assortments among retail merchants.

As you will see on the opposite page, we are inaugurating a scheme with the retailers of displaying and advertising our goods. With the co-operation of the salesmen travelling for the wholesale houses and the retail merchants, we believe that a larger portion of the parties that need sharpening stones will buy them.

Let us hear from you promptly so that we can get our list of contestants ready.

PIKE MFG. CO.

GOOD FOR YOU PIKE

To the Retail Hardware Merchants.
Prize and Premium Offer
for Display and Sale of Sharpening Stones.

| | | | | | |
|---------------|---|---|---|---|-------------|
| First Prize | - | - | - | - | \$100.00 |
| Second Prize | - | - | - | - | 50.00 |
| Third Prize | - | - | - | - | 25.00 |
| Ten Prizes of | - | - | - | - | 10.00 each. |

In addition to these prizes we will offer the following premiums:

CHOICE ONE YEAR EXHIBITS One of our No. 2844 combination razor hones in silver case with chamois lined compartment for razor in the cover, the hone in the case being a 7 in. Extra Choice selected Belgian. One of our No. 2843 silver cases containing razor hone but without compartment in cover for razors.

CHOICE 6 MO. EXHIBITS One of our No. 2845 natural stone carving knife hones or steel with handsome silver handle. One of our No. 2842 handsome silver boxes containing Arkansas stone about 3½ x 1.

CHOICE 3 MO. EXHIBITS One of our No. 2832 which is a handled silver box containing an Arkansas stone about 2 in. long by 1 in. wide; a beautiful and unique present for a gentleman's desk or lady's manicure set. One of our No. 2833 which is similar to No. 2832 but without handle; has, however, an ornamental silver dog on the cover.

2 MO. EXHIBIT One of our silver souvenirs.

First Prize will be given to the retail dealer who makes the best and most comprehensive display of our goods in his show window or on his counters for one year and whose purchases during the year are not less than \$300.

Second Prize will be given for an exhibit of our goods as specified in the foregoing paragraph for not less than nine months and purchases during the year of not less than \$200.

Third Prize will be given for the best exhibit of our goods for a period of six months and purchases during a period of one year of not less than \$100.

Fourth Prize will be given to ten other dealers for making exhibits of our goods as indicated above for three months or more and whose purchases amount to not less than \$100 for the year.

To others making exhibits of our goods for periods from two months to a year, we will award premiums as indicated in the foregoing list.

The fact is a very small per cent. of sharpening stones have been sold in the past that could be sold were they properly brought to the attention of the user. Since we have put on the market attractive cabinets containing our Selling Assortments, retail dealers having them report largely increased sales, and we believe if retailers will display these Selling Assortments prominently they will sell large quantities of sharpening stones, because not one family in a hundred have anything of this kind and not one mechanic in fifty has as many as he requires.

We suggest your advertising in local papers and will furnish you the copy for such advertisements if you wish. We anticipate the full co-operation of the wholesale and retail dealers the coming year, and will aid them in every way possible to increase sales and likewise profits. We have nearly one hundred years' experience in manufacturing sharpening stones, and any stone bearing our trade-mark and name we guarantee to do the work for which it is intended or money refunded.

Advise us if you will enter the contest so we may put your name on our list and send you souvenirs and printed matter from time to time.

PIKE, N. H.



Pike Corundum Wheels

Made of the purest, highest grade Corundum obtainable

FOR FOUNDRY USE AND TOOL GRINDING

Cool, Free and Fast Cutting

Supplied in all required shapes and sizes

New 64-page catalogue on application

Send for souvenir paper-weight, blotter and sharpener

PIKE MFG. CO., PIKE, N. H.

Every user of a Pike Corundum Wheel is insured against accident

by the Casualty Company of America.

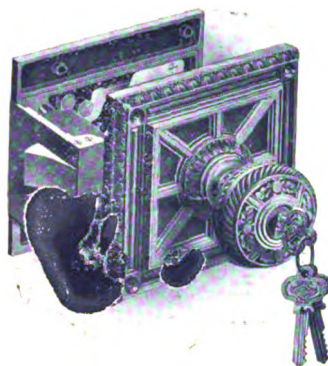
| | | | |
|---|--------|--------------------------------|--------|
| TESTED SPEED..... | R.P.M. | RECOMMENDED SPEED..... | R.P.M. |
| No. 3281 | | CASUALTY COMPANY OF AMERICA | |
| CERTIFICATE | | | |
| <p>The operative using this wheel is insured by the CASUALTY COMPANY OF AMERICA, of New York, against personal injuries sustained through the bursting of this wheel, resulting from any defect in the wheel, to an amount not exceeding FIVE HUNDRED (\$500) DOLLARS, but in no case shall the amount to be paid exceed the actual loss sustained.</p> <p>In case of claim under this certificate, all broken parts of this wheel, together with this certificate, must be forwarded to the undersigned at the address stated.</p> <p>This certificate shall not be valid after two years from date.</p> | | | |
| (Signed)—PIKE MANUFACTURING CO. | | | |

Russwin Unit Lock Sets

For Public Buildings and Residence Work.



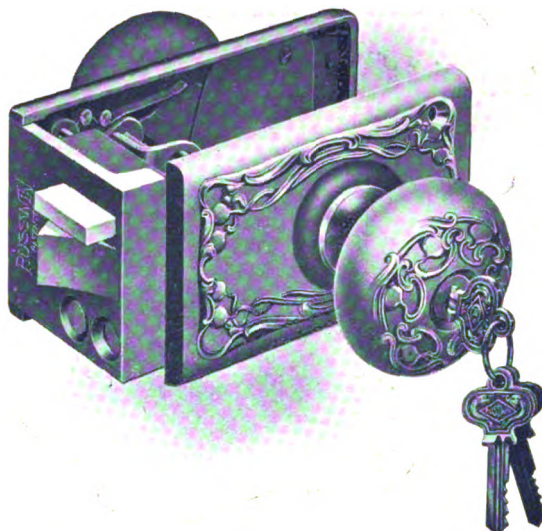
No. 2150 JEROME



No. 2156 HADRIAN

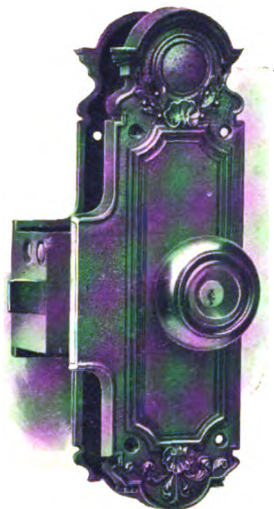
Security

Durability



No. 2150 NAPO.

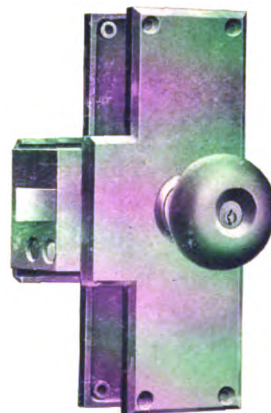
Strength



No. 2856 BEAUMOND



No. 2150 ROLAND



No. 2856 PEMBERTON

RUSSELL & ERWIN MANUFACTURING CO..

NEW BRITAIN, CONN.

NEW YORK

PHILADELPHIA

BALTIMORE

CHICAGO

SAN FRANCISCO

LONDON



Dwarf In Size— Giant As A Seller

That is the record The "Gem Junior" Safety Razor has made for itself within the past few weeks, breaking all previous records of selling Safeties by retail.

The Reason? A new blade for every day in the week.
Razor complete with frame and extra handles for stropping, all compact in handsome case, for \$1.00 retail, leaving a good margin of profit to dealer.

The "Gem Junior"

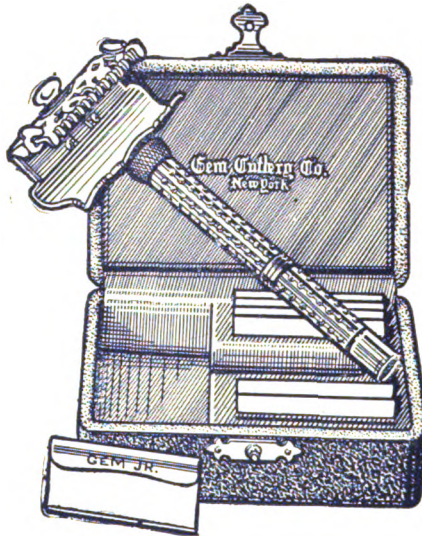
Shaves clean



Never pulls



Simple in
Construction



Seven blades



Impossible
to get out
of order

\$50.00 to \$250.00 Per Week, Guaranteed

The amount of course depends upon your facilities, or location of store, and push.

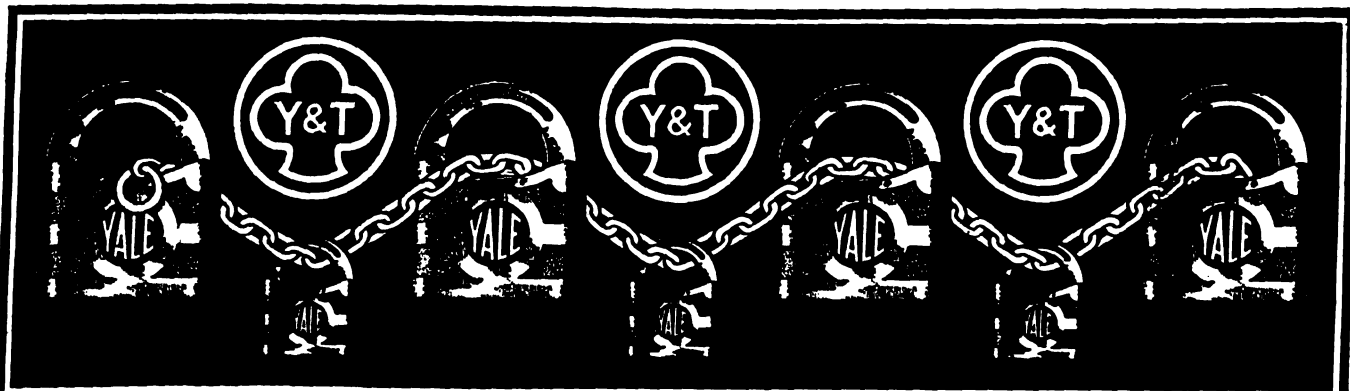
At first dealers were skeptical when we first suggested our Guaranteed Plan of how to add \$100 a week to their profits.

Now—and we have some dealers who for the past few months have averaged \$250 a week by

Selling "Gem Junior" Razors at \$1.00 each—without risk to them

Communicate with us at once—it will pay you big

THE GEM CUTLERY COMPANY,
34 READE STREET, NEW YORK.



What We Do for You

When you handle Yale & Towne Padlocks

WE furnish you, *free of all cost*, a service which comprehends a Supply Department and personal advertising advice on all matters connected with our Padlocks.

The Supply Department

A "Book About Padlocks" illustrated and showing 53 places in which padlocks are of use.
 A book that really *sells* padlocks.
 A Catalogue showing the Yale & Towne Padlocks you carry.
 Envelopes for your use.
 "The Little Black Box"—an interesting story, splendidly illustrated, two colors.
 Tags for your use.

Package Labels for your use.
 Rubber Stamp for your use.
 Leaflets, two colors, illustrated.
 Street Car Cards.
 Display Signs.
 Newspaper Advertisements.
 Newspaper Reading Notices.
 Cuts (electrotypes or half tones) for newspapers and circulars.

*Each of the above bears your Name
 and Address in a conspicuous place*

Write to us about our Sample Board showing twelve *actual* Yale & Towne Padlocks. ■ Send for 32-page, 2-color, Illustrated Booklet, "SUGGESTIONS FOR SELLING YALE PADLOCKS."

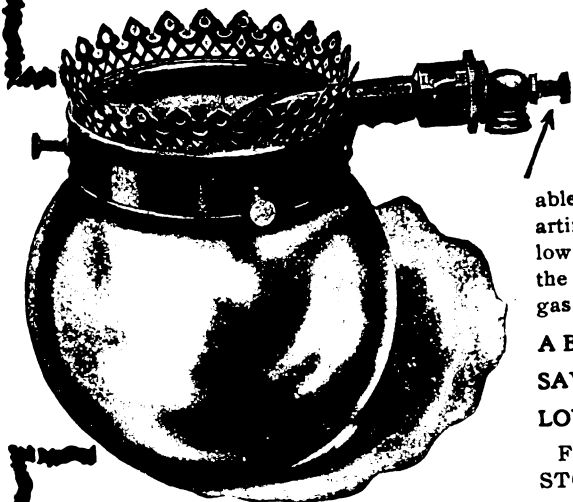
Advertising Department

The Yale & Towne Mfg. Co.
 9 Murray Street, New York City

"THE WIZARD" INVERTED GAS LAMP

(Trade Mark)

(Patents Pending)



A New Creation
in Gas Lighting.
Electric Effect at
one-tenth the cost.

This lamp is adapt-
able to both natural and
artificial gas, either high or
low pressure. It represents
the acme of perfection in
gas lighting.

A BRILLIANT LIGHT
SAVING OF GAS ^{with a} at a
LOW COST.

For the HOME, OFFICE,
STORE and FACTORY.

Write for information.

Sells at sight.

Cut 1/2 actual size. 125 Candle Power. 2 foot Gas
per hour. Mantle will outlast 3 Upright Mantles.

Manhattan Screw & Stamping Works, 61-71 Greenwich Ave. New York



The "Reliance" Way

**The Mop Wringer
That "Makes Good"**

The Reliance

Proves itself the strongest,
simplest and most dur-
able Mop Wringer on the
market. A strong claim
which it would be idle to
make if the Reliance didn't
"make good" in ac-
tual performance.

Not only is it the best
Mop Wringer made, but it
sells for 25 per cent.
less than the next best; and
sells itself strictly on its
merits. It fits onto any
pail.

There's no "come back"
on the dealer who sells the
Reliance. Send for descrip-
tive catalogue and price list.

**The Lee Chair Co.
Oneida, N. Y.**

The Old

Way



HARDWARE'S CATALOGUE FILE

We mention it for the benefit of our subscribers.
It is kept up-to-date, always.

If you cannot find what you want in our Hardware
Buyers Directory, consult our **Catalogue File**.

IT IS YOUR'S

ACME LUMBER CRAYON

Hard Pressed—Indelible—A Great Bargain

Cheap In Price
Good In Quality



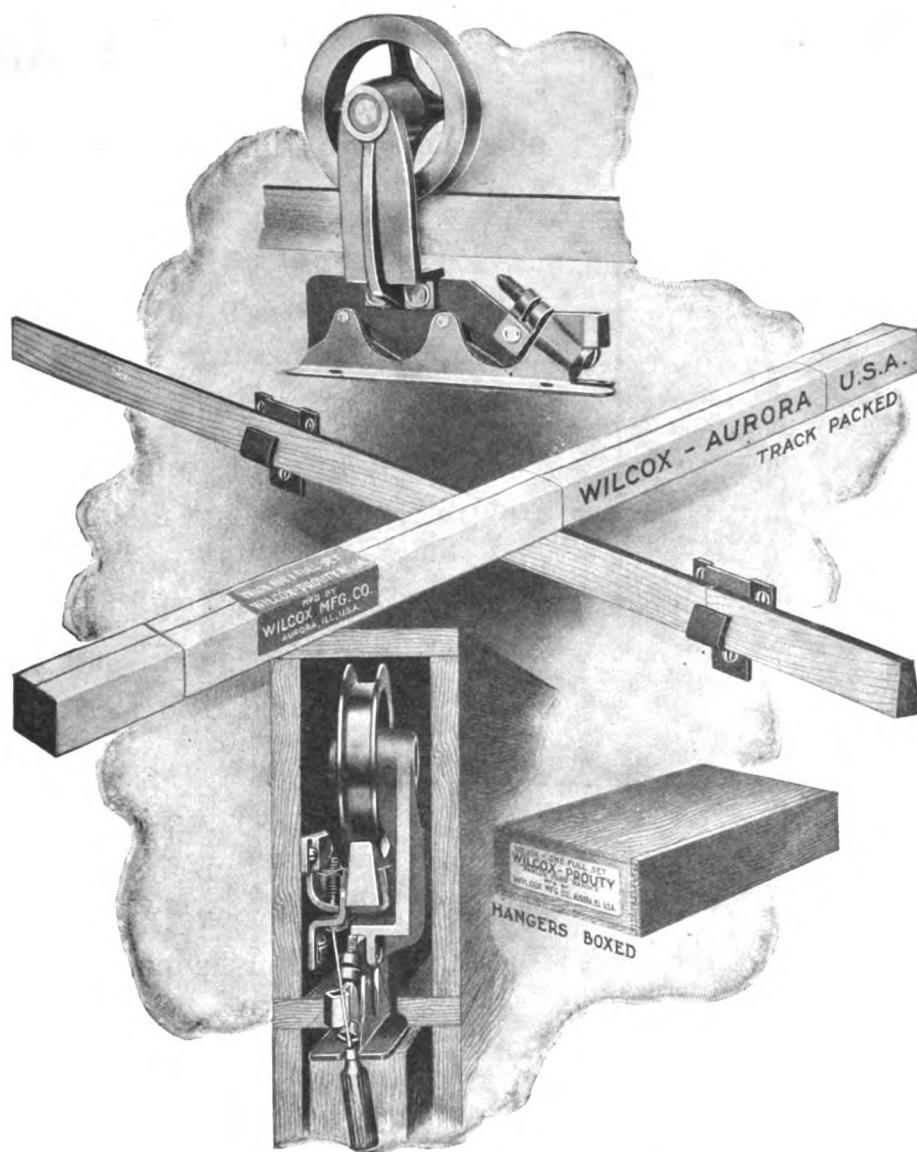
No. 425—Blue
" 430—Black-Graphite
" 435—Red
" 440—Green
" 450—Yellow

This Series is one of the best bargains we have to offer you. Can Retail at 5 cts.

For Prices and Samples, write

THE AMERICAN CRAYON CO., . . . Sandusky, Ohio.
WALTHAM, MASS, U. S. A.

Wilcox Door Hangers and **Hardware Specialties** means the latest and best of their kind always.



WILCOX-PROUTY HOUSE DOOR HANGER

Made Exclusively by

WILCOX MFG. CO.

Aurora, Ill.

ENTER

Surprising, how many people have it on their minds to buy an **Enterprise Food Chopper**.

They've seen the advertising in the magazines, in their mail and in cook books and booklets.

They want an **Enterprise Food Chopper**, have decided to buy one, and they will buy at the first opportunity—*of the dealer who reminds them of it.*

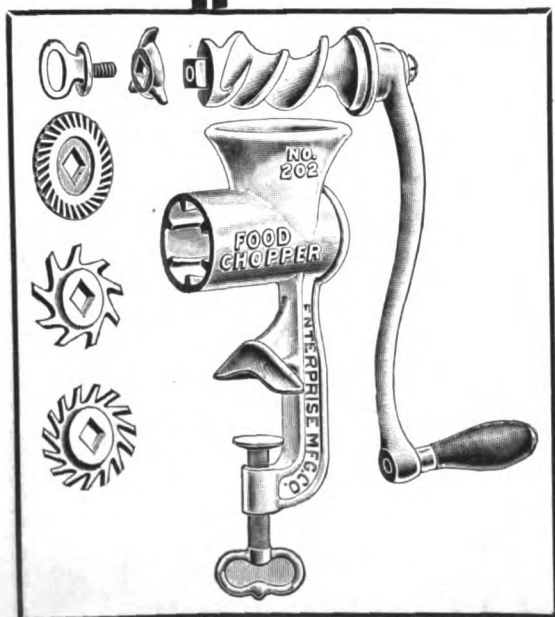
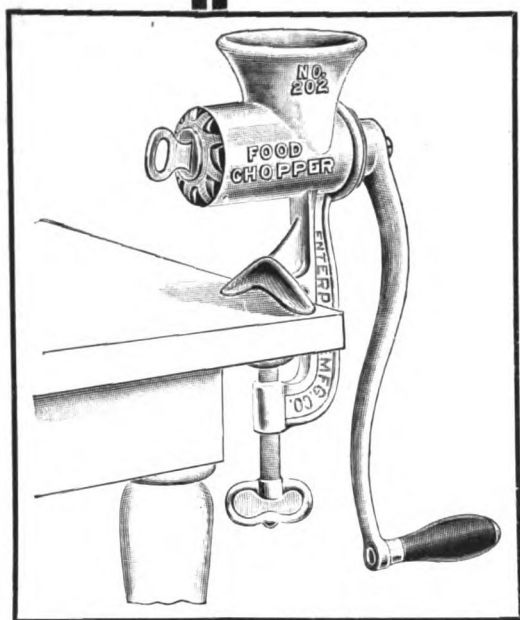
This is your opportunity. Show the goods. Hang up our metal lithographed display. Treat your customers to our book of famous old recipes, "The **Enterprising Housekeeper**" and the business-bringing booklet, "The Cook, Her Critic and . . ." *Advertising at our expense.*

Order from your jobber the new number, No. 202. Thoroughly tinned, has four knives for cutting everything from nut butter to hash; phosphor-bronze bearings.

Write us direct for advertising matter.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA.

NEW YORK OFFICE: 10 WARREN ST.



P R I S E

Just glance through the 1906 edition of the Enterprise catalogue and see if you are doing all the business you should with **Meat and Food Choppers.**

From the small family size, at \$2.00, up to a fifteen horse-power electrically-driven Chopper, we can furnish a "knife and plate" Chopper for every possible use.

These are the choppers that first introduced a perfect method of chopping and they have remained for years without serious competition.

They are the only choppers that cut perfectly every tendon and piece of gristle.

The popular sizes, Nos. 5, 10 and 20, have a wonderfully quick sale to families, boarding houses, hotels and institutions.

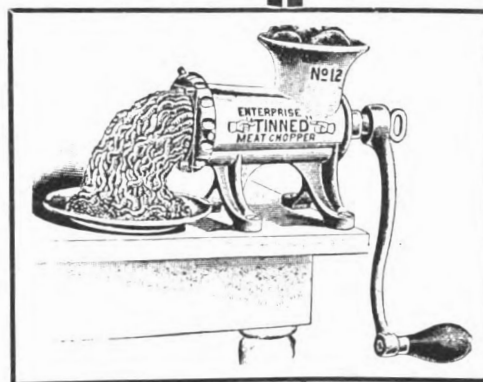
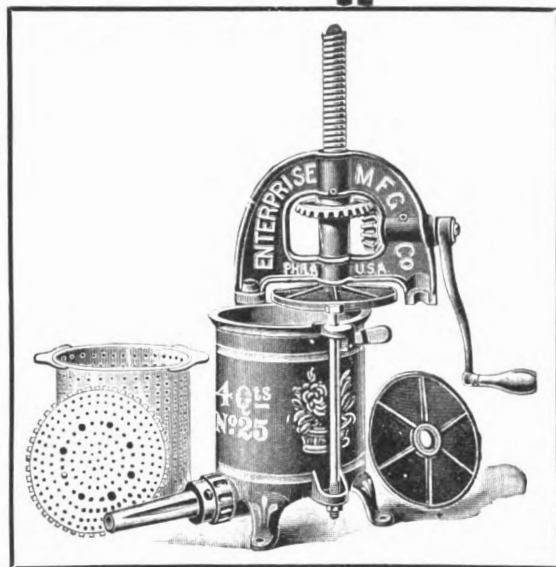
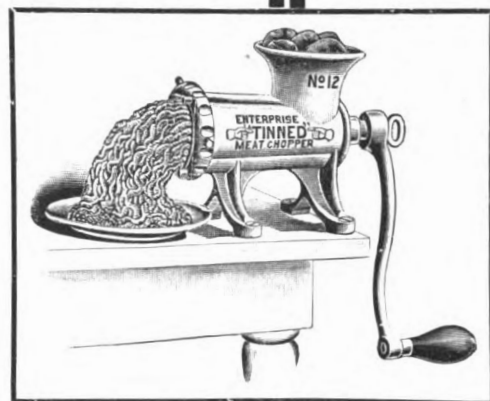
The Enterprise Sausage Stuffer, Lard and Fruit Press is bristling with good points and patented features that make it the quickest selling and most satisfactory machine on the market. Are you posted on it, stocked, and prepared with advertising matter to push it?

If you haven't the catalogue, write

The Enterprise Mfg. Co. of Pa.

PHILADELPHIA.

SAN FRANCISCO OFFICE: 318 MARKET STREET.



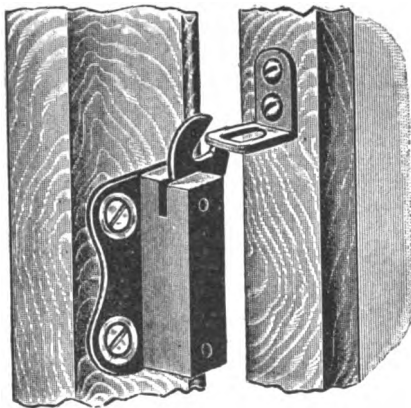
WARNING!

TO WHOM IT MAY CONCERN:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc., Des Moines, Iowa.

WATROUS AUTOMATIC DOOR CATCH



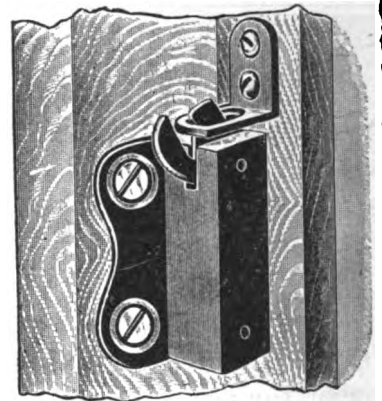
OPEN

TWO-THIRDS ACTUAL SIZE.

PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

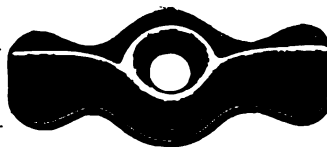
Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



CLOSED

Japanned Steel Door Buttons.

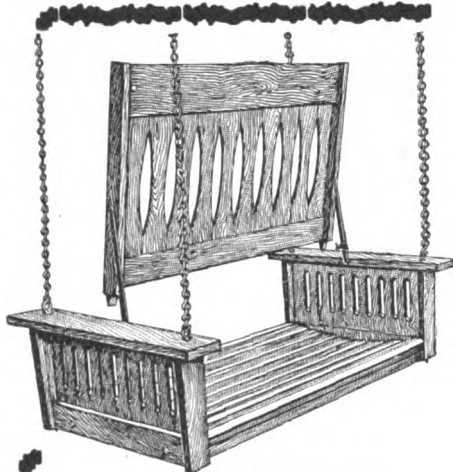
Patent Applied For.



Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1 1/4 to 2 1/2 inches.

Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

THE E. L. WATROUS MFG. CO., - - Des Moines, Iowa.



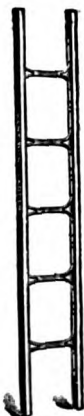
MISSION STYLE REVERSIBLE SWING
LENGTHS—3 TO 6 FEET.

The Mission Style Reversible Swing

Is the best ever offered to the trade. Has a Reversible Back which the occupant can change in five seconds, reversing his position.

It is the only swing of its kind on the market, more comfortable, stylish and modern than any other.

Taken apart in five minutes and knocked down for storage or shipment. Finished in Weathered Oak, 30 feet silverized chain and other attachments, complete for hanging. We make other swings—ask us about them.



The Patent Bent Rung Ladders

Strongest In The World.

COLUMBIA STEP LADDERS

Made with Basswood or Norway Pine sides, Oak Steps and Bent Hickory Rungs.

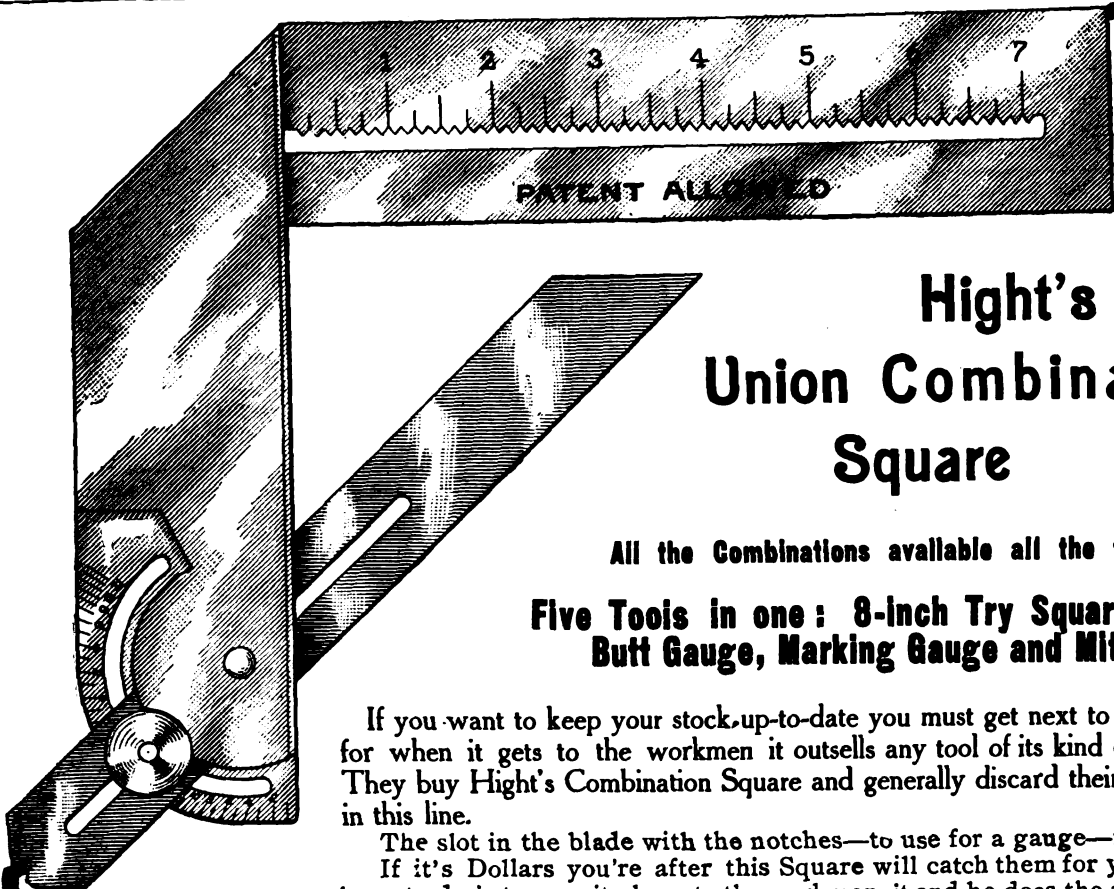
Single and extension bent rung long ladders made in all lengths—for all purposes.

We also manufacture other high-grade Step Ladders, as well as a complete line of Single and Extension Straight Rung Ladders. Send for descriptive catalogue and prices.

THE INDIANA BENT RUNG LADDER CO
INDIANA, PENN.



DOUBLE COLUMBIA STEP LADDER—TWO IN ONE



Hight's Union Combination Square

All the Combinations available all the time.

Five Tools in one : 8-Inch Try Square, Bevel,
Butt Gauge, Marking Gauge and Mitre

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner. If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices

and full description sent on application.

The best tool of its kind on the market.


A. W. HIGHT, Box 39, Station B, Toledo, O.

**LAWN
FENCE**

Strong and durable for Churches, Lawns, Cemeteries. Substantial, bustling dealers wanted in each town and city. We manufacture a heavy Malleable and Steel Picket Fence. 84 different designs. Prices that will make you money. Cat. free.



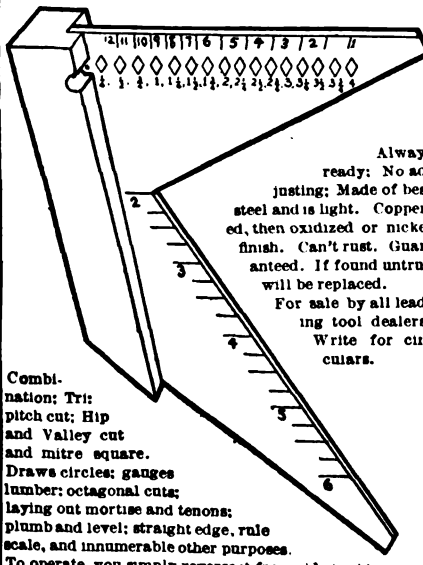
WARD FENCE CO., Box 31 Marion, Ind.



**Illinois River Folding
DECOYS**

can be placed out or picked up three at a time. Many other advantages. Price, \$4.50 dozen. Reynolds' Double Duck Calls, entirely new. Sound at each end. Two calls in one. Price \$1.00 each. Discount to dealers. J. W. Reynolds, Mfr., 68 S. Morgan St., Chicago.

The New Universal Square
"New Style"—Made in 3 Sizes
No. 6—6 inch. No. 10—10 inch. No. 12—12 inch



Always ready: No adjusting; Made of best steel and is light. Coppered, then oxidized or nickel finish. Can't rust. Guaranteed. If found untrue will be replaced. For sale by all leading tool dealers. Write for circulars.

Combination; Tri; pitch cut; Hip and Valley cut and mitre square. Draws circles; gauges lumber; octagonal cuts; laying out mortise and tenons; plumb and level; straight edge, rule scale, and innumerable other purposes. To operate, you simply reverse it from side to side. It marks 1/4 inch on one side and 1/4 inch on the other

The Duby & Shinn Mfg. Co., Inc.
Office and Works, 34 E. 29th St., N. Y. City



Snowflake

Axle Grease is most easily remembered by one thing: It is the best. Thousands of users throughout the country know this. They will use no other.

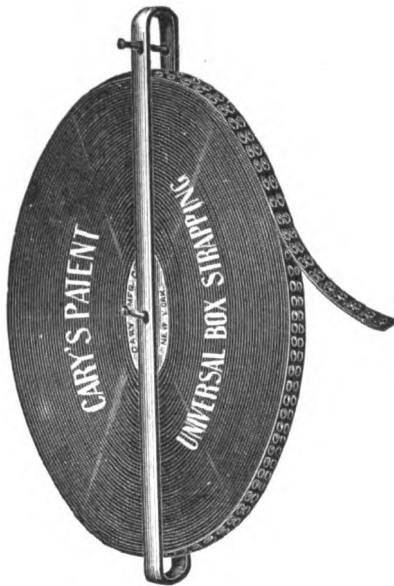
A trial order sent now will prove that there's a string to every can of "Snow Flake"—a "string of customers" who want a second lot.

If you want price and discount, write

SNOW FLAKE AXLE GREASE CO., FITCHBURG, MASS.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.
Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{4}$, $\frac{3}{8}$, $\frac{1}{2}$ and 1 inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

Rose Water Coolers

Having greatly increased our facilities,
we are now willing to offer . . .

Rose Water Coolers

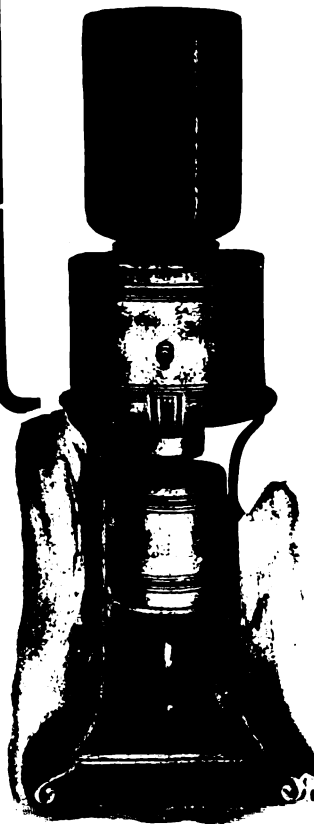
for sale through
Hardware Dealers.

Merit and price
have made their de-
mand enormous.

ROSE FAMILY WATER COOLERS

Model F we offer at
the special price of
\$40.00 a dozen with
bottles.

Rose Mfg. Co.
505-13 W. 50th St.,
NEW YORK



Look Well After Your Horse Shoe Trade!

They will soon want Calks—the customer-winning and customer-keeping kind—none other than

“ALWAYS SHARP”

Calks—always ready—always safe—always sharp. None other are as economic in every way as “Always Sharps.”

Get our “Testimonials.” They will convert you to the selling of “Always Sharps.” Write to-day.

ALWAYS SHARP CALK MFG. CO.,
JERSEY CITY, N. J.

**DON'T FAIL
TO MENTION “HARDWARE”
WHEN WRITING
TO
THESE ADVERTISERS.**

PAINTS, OILS AND COLORS.

Oils

| | |
|--|--------|
| Linseed, City, raw, in barrels, # gal. | 40c |
| Linseed, City, bottled, in bbls. | 42c |
| Out of Town, on spot, # gal. | 88c |
| Calcutta, raw, in barrels, # gal. | 88c |
| Lard, prime city, # gal. | 71@72c |
| Lard extra, No. 1 | 62@65c |
| Lard, No. 1 | 42@44c |

Paints and Colors

| | |
|---|---------------|
| Barytes, Foreign floated, # ton. | \$17.50@19.00 |
| Barytes, American floated, # ton. | \$18.00@19.00 |
| White Lead, American, dry, in bbls., # lb. | 65c |
| White Lead, American, in oil, in lots of less than 500 lbs., # lb. net. | 75c |
| White Lead, Eng., in oil, # lb. | 85@90c |
| Zinc, American dry, # lb. | 15@16c |

| | |
|----------------------------|--------------|
| Putty, Commercial—# 100 lb | |
| In bladders | \$1.25 @1.35 |
| In bbls or tubes | 1.30 @1.40 |
| In 1 lb. to 5 lb cans. | 2.00 @2.50 |
| In 15 lb to 50 lb cans | \$1.25 1.25 |

Spirits Turpentine

| | |
|------------------|--------|
| In regular bbls. | 82@84c |
| In machine bbls. | 84@86c |

Dry Colors

| | |
|-----------------------------------|--------|
| Blue, Chinese | 12@14c |
| Blue, Prussian | 12@14c |
| Blue, Ultramarine | 12@14c |
| Sienna, Italian, burnt & powdered | 12@14c |
| Sienna, Italian, raw & powdered | 12@14c |
| Umber, Turkey, burnt | 12@14c |
| Umber, Turkey, raw | 12@14c |
| Green, Chrome, ordinary | 12@14c |
| Green, Paris, in bags | 12@14c |
| Indian, Red, American | 12@14c |
| Indian, Red, English | 12@14c |

Colors in Oil

| | |
|-------------------|--------|
| Black Ivory, best | 12@14c |
| Blue, Chinese | 12@14c |
| Blue, Prussian | 12@14c |
| Blue, Ultramarine | 12@14c |
| Sienna, burnt | 12@14c |
| Sienna, raw | 12@14c |
| Umber, burnt | 12@14c |
| Umber, raw | 12@14c |

Chains

| | |
|---------------------------------------|--------------------------|
| Galvanized Pump chain, #1b. | 4 1/2 @ 45c |
| Ger. coll. list July 24, '97. | 60 @ 10 @ 60 @ 10 @ 10 @ |
| Ger. Hailer chain, list July 24, '97. | 60 @ 10 @ 10 @ 10 @ |
| Jack chain, iron. | 60 @ 10 @ 60 @ 10 @ 10 @ |
| Jack chain, brass. | 60 @ 10 @ 60 @ 10 @ 10 @ |
| Oneda Wire Dog chains. | 45 @ 50 @ 55 @ |
| Trace Wagon and Fancy Chains: | |
| New list. | 80 @ 80 @ 10 @ |
| Bridgeport Trace chains. | 65 @ |
| Stake chains. | 55 @ |
| Heel chains. | 80 @ |
| COW TIES— | |
| American. | 45 @ 50 @ |
| Niagara. | 45 @ 50 @ 50 @ 10 @ 55 @ |
| Covert Mfg. Co.: | |
| Cotton. | 45 @ |
| Hemp. | 45 @ |
| Jute. | 45 @ |
| Sisal. | 35 @ 45 @ |

Chain Guards

| | |
|----------------------|------|
| Aluminum S. & N. Co. | 50 @ |
|----------------------|------|

Carpet Stretchers

| | |
|---------------------------------|-------------|
| Montross' "Excelator," # doz. | \$6.00 20 @ |
| Hullard's. | 35 @ 45 @ |
| Cast iron, Steel points, # doz. | 80c |
| ockets, # doz. | \$1.75 |

Carpet Sweepers

| | |
|----------------------------|-------|
| stirling Carpet Sweepers: | |
| Model A, Nickel trimmings. | 25.00 |
| " " B, Japd. | 21.00 |
| " " Nickel | 23.00 |
| " " C. | 21.50 |
| " " D, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|------------------------|--------------------|
| No. 12, Wire, Tinned. | \$0.25 # Gro. 9.50 |
| " 11, Wire, Coppered. | 1.10 12.00 |
| " 11, Wire, Tinned. | 1.20 13.50 |
| " 10 Wire, Galvanized. | 1.50 18.00 |

Cherry Stoners

| | |
|------------------------------|-----------|
| Enterprise. | 25 @ 30 @ |
| Goodell's Family, net # doz. | \$2.00 |
| Reilman's, net, # doz. | 6.00 |

Chisels

| | |
|-------------------------------|----------------|
| SOCKET FRAMING & FIRMER— | |
| Standard Makes. | 75 @ 75 @ 10 @ |
| L. & I. J. White. | 80 @ 80 @ 55 @ |
| C. E. Jennings & Co., No. 70. | 25 @ 10 @ |
| Jennings & Griffin Mfg. Co. | 55 @ 55 @ 10 @ |

TANGED & MISCELLANEOUS—

| | |
|------------------------------|----------------------|
| W. & S. Butcher's. | \$4.75 @ \$5.00 to 2 |
| C. E. Jennings & Co. | 25 @ 10 @ |
| Jennings & Griffin Mfg. Co.: | |
| Tanged Chisels. | 25 @ 10 @ |
| Tanged Gongs. | 25 @ 10 @ |
| Tanged Firmers. | 35 @ 45 @ |
| Tanged Gongs. | 35 @ 45 @ |
| L. & I. J. White. | 25 @ 45 @ |

COLD CHISELS—

| | |
|---------------------|-----------|
| Good quality, # lb. | 13 @ 16c |
| Snell's best U. S. | 40 @ 55 @ |
| Cronk's. | 50 @ |

Cleaners, Sidewalk

| | |
|------------------|---------------|
| Challenge Shank. | \$3.25 # Doz. |
| Star Shank. | 3.25 |
| Star Socket. | 4.00 |

Clippers

| | |
|-------------------------------|---------------|
| HORSE— | |
| Chicago Flexible Shaft Co's.: | |
| Lightning Belt Clipping Mach. | \$15.00 Each. |
| New 98, Chicago. | 3.75 |
| 1902 Chicago. | 10.75 |
| Twentieth Century. | 5.00 |

Coach Oil

| | |
|--------------------------|--------------|
| Snow Flake. | 2 @ 10 @ |
| One-pint cans, # doz. | \$ 3.00 12 @ |
| One-quart cans, # doz. | 4.50 6 @ |
| One-gallon cans, # doz. | 15.00 3 @ |
| Five-gallon cans, # doz. | 65.00 2 @ |

Cocks, Brass

| | |
|--|----------------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sene, Racking, &c., Cocks. | 70 @ 10 @ 75 @ |

Coffee Mills

| | |
|---------------------|----------------|
| Box and Side. | 50 @ 10 @ 60 @ |
| Enterprise Mfg. Co. | 20 @ 25 @ |
| Lane Bros. Co. | 80 @ |

Compasses, Dividers, &c

| | |
|--------------------------------|----------------|
| Atrol Calipers and Dividers. | 40 @ |
| Bemis & Call Co's. | |
| Compasses. | 50 @ |
| Dividers. | 65 @ |
| Compasses, Calipers, Dividers. | 75 @ 75 @ 10 @ |

Coopers' Tools

| | |
|-------------------|---------------------|
| Barton's. | 20 @ 30 @ 25 @ |
| L. & I. J. White. | 20 @ 30 @ 25 @ |
| Sandusky Tool Co. | 25 @ 10 @ 30 @ 45 @ |

Corkscrews

| | |
|-----------------------------|-----------|
| Detroit Cork Screw Co. | 35 @ 45 @ |
| Hammison & Beckley Mfg. Co. | 50 @ 10 @ |
| Barnson, # doz. | \$10.00 |

Corn Hooks

| | |
|----------------------|-------------------|
| Kretzinger Cut-Easy. | # Doz. net \$9.00 |
|----------------------|-------------------|

Corn Knives and Cutters

| | |
|--------------|------|
| Bradley's. | net |
| Wadsworth's. | 60 @ |

Countersinks

| | |
|-------------------|-----------|
| Mayhew's Diamond. | 40 @ 45 @ |
| Smith's. | 25 @ |
| Snell's. | 40 @ |
| Wheeler's Patent. | 50 @ |

Cow Ties

| | |
|-------------|--|
| See Chains. | |
|-------------|--|

Crayons

| | |
|-----------------------------------|-------------|
| Sargent's List. | 20 @ |
| Dixon's: | |
| Emerald. | 5.00 # Gro. |
| Opale. | 5.00 |
| Rainbow. | 5.12 |
| Solid. | 7.50 |
| Tallor black, 25 @; red and blue. | 9.00 |

Curry Combs

| | |
|---------------------------|-----------|
| Kohler's. | 40 @ |
| The Metal Stamping Co. | 40 @ |
| Southington Cutlery Co's. | 25 @ 10 @ |

Cutlery

| | |
|-------------------|------|
| Foster's Pocket. | 80 @ |
| Carriers' Pocket. | 80 @ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|-----------------------------|----------------|
| Walter B. Stevens & Son: | |
| Brass. | 40 @ |
| Embossed Gilt. | 80 @ 10 @ |
| Leather. | 40 @ |
| Union Hd'wre Co., new list. | 50 @ 50 @ 10 @ |

Door Checks

| | |
|-------------------------------|-----------|
| Bardley's. | 40 @ 45 @ |
| Columbia. | 50 @ 10 @ |
| Eclipse. | 60 @ 10 @ |
| Home. | 50 @ 10 @ |
| Pullman's Screen, # doz. net. | \$4.50 |

Door Holders

| | |
|-----------|------|
| Empire. | 50 @ |
| Superior. | 35 @ |

Door Springs

| | |
|-----------------------------------|-----------------|
| Columbian Steel. | 20 @ |
| Facileless. | 50 @ |
| Gem (Coll), list Oct. '95. | 20 @ |
| Pullman, Perfect. | 25 @ |
| Pullman Coll. | 25 @ |
| Star (Coll), list Oct. '95. | 30 @ |
| Torrey's Rod, 39 in., # doz. net. | \$1.10 @ \$1.25 |
| 48 in., | 1.50 |
| Victor, Coll. | 50 @ 10 @ 10 @ |
| Chicago Coll Springs. | 40 @ 10 @ |
| Reliance Coll Springs. | 40 @ 10 @ |

Drain Cleaners

| | |
|--------------------|-----------|
| Iwan's Adjustable. | 55 @ |
| Iwan's Stationary. | 40 @ 55 @ |

Drawer Pulls

| | |
|---------------------------------------|-----------|
| Drawer Pulls, Griffin Mfg. Co., list. | 75 @ 10 @ |
| Sargent's list. | 80 @ |

Drawing Knives

| | |
|---------------------|----------------|
| Standard Makes. | 70 @ 10 @ 75 @ |
| Adjustable Handle. | 25 @ 25 @ 10 @ |
| Jennings & Griffin. | 80 @ |
| Watrous. | 15 @ 10 @ |
| L. & I. J. White. | 30 @ 5 @ 25 @ |

Drills and Drill Stocks

| | |
|---------------------------------------|---------------------|
| Automatic Boring Tools, Goodell's: | |
| Blacksmith's. | 40 @ 50 @ 40 @ 10 @ |
| Breast, Goodell's. | 25 @ 80 @ |
| Breast, Miller's Falls, each \$3.00. | 15 @ 10 @ |
| Stearns' bench. | 80 @ |
| Hand, Goodell's. | 80 @ 10 @ |
| Whitney's Hand Drill, No. 1, \$10.00. | |
| Adjustable, No. 10, \$15.00. | 35 @ 45 @ |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|------------------------------|-------------------|
| Holt-Lyon Co.: | # Doz. # Gro. |
| No. 5 Japanned, Dasher. | |
| flared. | \$0.85 \$9.50 |
| No. A, Japanned, 6 doz. | \$5.80 1.15 18.00 |
| No. 1, Tinned. | 1.40 15.00 |
| No. B, Japanned, hotel size. | 1.55 22.00 |
| No. 6, Japanned, Dasher. | |
| flared. | 1.55 19.00 |
| No. 2, Tinned, hotel size. | 2.00 24.00 |

Escutcheons

| | |
|-------|------|
| Wood. | 25 @ |
|-------|------|

Farriers' Knives

| | |
|-------------------|---------------|
| 'Challenge'. | # Doz. \$2.00 |
| Popes. | 3.00 |
| Wilkinson's, net. | 3.00 |
| Wostenholm's. | 3.25 |

Faucets

| | |
|------------------------------------|----------------|
| Iron Petroleum. | 70 @ 70 @ 10 @ |
| John Sommer's "Peerless," Tin Key. | 40 @ |
| "Boss," Tin Key. | 50 @ |
| "Victor," Metal Key. | 50 @ 10 @ |
| Duplex, Metal Key. | 60 @ |
| "X. L. Cork Lined. | 60 @ |
| "Reliable," Cork Lined. | 60 @ 10 @ |
| "O. K.," Cork Lined. | 50 @ |
| "Chicago," Cork Lined. | 60 @ |
| "Perfection," Cedar. | 40 @ |
| "No Brand," Cedar. | 50 @ |

SELF MEASURING—

| | |
|-------------------|------------------|
| Enterprise # doz. | \$6.00 40 @ 10 @ |
| Lane's. | \$40.10 @ 25 @ |

Files

| | |
|-----------|--|
| DOMESTIC— | |
|-----------|--|

| | |
|--------------------------|--------------------------|
| New list, Nov. 1, 1899: | |
| American. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| Archie. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| J. Barton Smith. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| Dixson's. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| Dixson's Superfine. | 80 @ |
| Eagle. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| Great Western. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| Kearney & Foot. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| McClellan. | 75 @ 10 @ 75 @ 10 @ 10 @ |
| Nicholson. | 70 @ 10 @ 75 @ 45 @ |
| Nicholson's X. F. Files. | 40 @ 40 @ 10 @ |
| Royal. | 80 @ 80 @ 10 @ |

IMPORTED—

| | |
|---------|------------------------|
| Stub's. | Stub's list, 80 @ 35 @ |
|---------|------------------------|

Filters

| | |
|----------------------------|------------------|
| Acorn. | 50 @ |
| Fulper's Natural Stone. | \$2.50 @ \$11.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---|----------------|
| Am. Fish Hook Co. list. | 60 @ 60 @ 10 @ |
| Kirby & Limerick, low list (50c. base). | 10 @ |

Fishing Tackle

| | |
|---------------------------------|---------|
| Bishop's. | # Doz |
| Level Winding Jeweled Reel. | \$75.00 |
| Level Winding Steel Pivot Reel. | 65.00 |
| Auto Even Spooler. | 70.00 |
| Gun Cleaner. | 4.00 |
| Lightening Fish Scalper. | 5.00 |
| Fish Hook Shield. | 5.00 |

Fish Scales

| | |
|--------------------------|-----------|
| Covert's Saddlery Works: | |
| Great American. | 60 @ 20 @ |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 5 6 |
| Net. | \$1.15 \$1.25 \$1.50 \$1.75 \$2.00 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|-------------|-----------|
| Enterprise. | 20 @ 25 @ |
|-------------|-----------|

Fry Pans

| | |
|------------------------|-----------------------------|
| Standard list. | 75 @ 10 @ |
| No. | 1 2 3 4 |
| # doz. | \$3.75 \$4.25 \$4.75 \$5.25 |
| No. | 5 6 7 8 |
| # doz. | \$5.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: | |
| Size AA. | Net \$8.10 |
| " B. | 8.70 |
| " C. | 9.50 |

Gauges

| | |
|---|-----------|
| Bemis & Call's Steel. | 50 @ |
| Clapboard. | 25 @ 10 @ |
| Dixson's Mortise. | 70 @ |
| Marking Mortise, etc. | 60 @ |
| Stanley's. | 55 @ |
| Starrett's Surface, Center and Scratch. | 25 @ 10 @ |
| Wire, Mores. | 25 @ |
| Wire, P. S. & W., low list. | 35 @ |

Gimlets

| | |
|---------------------------|-----------------|
| "Diamond" Gimlets, # gro. | \$4.00 @ \$4.25 |
| Double Cut. | 40 @ 10 @ 50 @ |
| Metal Head. | 50 @ 10 @ |
| Wood Head. | 50 @ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

See Faucets and Racking Cocks

| | |
|-------------------|----------------|
| Glue | 25 @ 25 @ 10 @ |
| Le Page's Liquid. | 25 @ 25 @ 10 @ |
| Mystic. | 40 @ |
| Martins. | 40 @ 10 @ |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|----------------------------|--------------|
| Dixon's # 1, 1 lb. cans. | 20c. ea. |
| 5 lb. screw top tin cans. | 85c. ea. |
| 10 lb. screw top tin cans. | \$1.80 ea. |
| 25 lb. boxes. | 15c. lb. |
| 50 lb. boxes. | 14 1/2c. lb. |
| 100 lb. kegs. | 14c. lb. |
| 47-850 lb. barrels. | 12c. lb. |

Grindstone Fixtures

| | |
|-----------------------|----------------|
| Cronk's. | 50 @ |
| Forest City. | 80 @ 30 @ 10 @ |
| Sargent's Patent. | 60 @ 10 @ 10 @ |
| Stowells Extra Heavy. | 50 @ 10 @ 10 @ |
| Stowells Light. | 50 @ 10 @ 10 @ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|------------------|--------|
| Brittons, # doz. | \$6.50 |
|------------------|--------|

Halters

| | |
|--------------------|-----------|
| Covert Mfg. Co.: | |
| Jute Rope Halters. | 50 @ |
| Sisal Rope. | 80 @ 10 @ |
| Web Halters. | 35 @ 45 @ |

Hammers

| | |
|------------------|--|
| HANDLED HAMMERS— | |
|------------------|--|

| | |
|-------------------------------------|---------------------|
| Magnetic tack, Nos. 1, 2, 3, \$1.25 | \$1.50 |
| \$1.75. | 50 @ |
| Maydole's. | 35 @ 45 @ 40 @ 10 @ |
| Sargent's new list. | 40 @ |
| Fayette R. Plumb: | |
| Plumb, A. E. Nail. | 25 @ 7 1/2 @ |
| Engineers and B. S. Hand. | 50 @ 12 1/2 @ |
| Quaker City Hammers. | 40 @ 10 @ |
| Riveting and Timmers. | 40 @ 3 1/2 @ |

HEAVY HAMMERS & SLEDGES—

| | |
|---------------------|-----------------|
| Under 5 lb 50c lb. | 80 @ 5 @ |
| 5 to 15 40c lb. | 80 @ 5 @ |
| Over 15 30c lb. | 80 @ 10 @ 5 @ |
| Wilkinson's Smiths. | 9 1/2 @ 10c #1b |

Hammock Ropes

| | |
|------------------|-----------|
| Covert Mfg. Co.: | |
| Jute. | 40 @ 45 @ |
| Sisal. | 30 @ |

Handles

| | |
|---------------------|------|
| Bliss Mfg. Co.: | |
| Chisel..... | } 20 |
| Brad Awl..... | |
| File..... | |
| Auger..... | |
| Soldering Iron..... | |

SPRING HINGES—

| | |
|--|--------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Bardley's Patent Checking..... | 15% |
| Chicago Spring Butt Co.: | |
| Chicago Spring Butts..... | 25% |
| Triple End Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30.25% |
| Gem..... | 30.25% |
| Oxford..... | 30.25% |
| Acme, Steel..... | 35% |
| Acme, Brass..... | 35% |
| Niles Mfg. Co..... | 30.25% |
| Superior: | |
| Floor Hinges..... | 35% |

GATE HINGES—

| | |
|--|-------------------|
| Clark's, Nos. 1, 2, 3..... | 50.10.20.30.40.50 |
| N. E., 7 doz., \$7.50..... | 80% |
| N. E., reversible, 7 doz., \$5.50..... | 80% |
| N. E. State, 7 doz., \$4.50..... | 80% |
| Western, 7 doz., \$4.50..... | 80% |

BLIND HINGES—

| | |
|---|-------------------|
| Parker..... | 70.10.20.30.40.50 |
| Sargent's, Nos. 1, 2, 3, 4, 5, 11, 13..... | 75% |
| W. H. Cole, No. 2 Morse Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.20 7 doz. sets..... | 50.10.20 |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30.25% |

Hollow Ware

| | |
|------------------------------|----------|
| ENAMELED— | |
| Agate Nickel Steel Ware..... | 80% |
| "Never Break" Steel..... | 65.10.20 |
| Spiders, Griddles, &c..... | 65.10.20 |
| Maalin Kettles, &c..... | 50% |
| Porcelain..... | 50% |

STOVE HOLLOW WARE—

| | |
|----------------------------------|--------------|
| Blacklock: | |
| Ground..... | 55.60.10.20 |
| Plain or Upground..... | 60.65.70 |
| Country Ware 2 100 lbs. net..... | 52.75.85.100 |
| Enamelled Ware..... | 50.55.10.20 |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maalin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 40% |
| Enamelled..... | 50% |

GLUE POTS—

| | |
|----------------|-----|
| Tinned..... | 35% |
| Enamelled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|----------|
| Jennings & Griffin's..... | 33.4.25% |
| Wadsworth's..... | 55.10.20 |

CAST IRON—

| | |
|-----------------------------------|----------------------|
| Celling, Sargent's list..... | 50.10.20.30.40 |
| Chandelier..... | 60.65.10.20 |
| Clothes Line, Sargent's list..... | 50.10.20.30 |
| Coat and Hat, Sargent's list..... | 50.10.20.30 |
| Coat and Hat, Sargent's list..... | 70% |
| Harness, Sargent's list..... | 50.60.10.20 |
| Lamp..... | 60.10.20 |
| Picture..... | 60.10.20 |
| Screw Hat..... | 60.10.20.70 |
| Wardrobe..... | 69.10.20.30.40.50.60 |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, 7 doz..... | 1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|----------|
| Atlas, new list, single cases..... | 35% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60.10.20 |
| Wire Coat and Hat, Gem..... | 70.10.20 |
| Wire Ceiling, Gem..... | 70.10.20 |

MISCELLANEOUS—

| | |
|------------------------------------|-------------|
| Belt..... | 80.10.20 |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 25.5.5% |
| Grass, Wadsworth's..... | 60% |
| Cronk's, Grass, 7 doz..... | 32.75 |
| Hooks and Eyes, Brass..... | 60.10.20.30 |
| Hooks and Eyes, Mal. Iron..... | 70.10.20 |
| Cotton, box and hay..... | 60.10.20.30 |

Horse Clippers

See Clippers.

Horse Nails

| | |
|--|---------------------------------|
| Nos..... | 6 7 8 9 1 |
| A. C.: | 25c 25c 25c 21c 21c 40.25% |
| American, all sizes, net..... | 9.5% |
| Nos..... | 6 7 8 9 10 |
| Anchor and 12c. net for all sizes 5 to 10..... | |
| Nos..... | 6 7 8 9 10 |
| Assable..... | 25c 25c 25c 21c 21c 50.10.20 |
| C. B. K..... | 25c 25c 25c 21c 21c 40% |
| Capewell..... | 18c 18c 17c 16c 16c 10.25% |
| Champion..... | 25c 25c 25c 21c 21c 40.10.20.30 |
| Clinton Fin..... | 18c 17c 16c 15c 14c 30.10.20 |
| Essex..... | 25c 25c 25c 21c 21c 40.10.20.30 |
| Lyra, all sizes, net..... | 9.5% |
| Livingston..... | 25c 25c 21c 21c 10.10.20 |
| Mand S..... | 25c 25c 21c 21c 50% |
| Neponset, Nos. 5 to 10, 7 lb..... | 50% |
| Northwestern..... | 25c 25c 25c 21c 20c 25.35.5% |
| Putnam..... | 25c 21c 20c 18c 18c 33.5% |
| New Putnam..... | 18c 18c 17c 16c 16c 10.10.20 |
| Vulcan..... | 25c 21c 20c 18c 18c 25.10.20 |
| Western..... | 25c 21c 20c 18c 18c 40.10.20 |

Horse Shoes

| | |
|----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Horse and mule, Iron, 7 keg..... | \$4.00 |
| Steel, 7 keg..... | 3.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| June..... | 35% |
| Steel..... | 45% |

Hose, Rubber

| | |
|--------------------------------|----------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 50% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40.10.20 |
| Reliable..... | 50.10.20 |
| Staple..... | 80.10.20 |
| Standard..... | 70.10.20 |

Hose Bands

| | |
|-------------------|----------|
| Star Hydrant..... | 80.20.30 |
| Steam..... | 70% |

Ice Awns, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, 7 gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awn..... | 50% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

| | |
|-----------------------------|------------------------------|
| Enterprise..... | No. 22, 7 doz. \$3.00 25.30% |
| No. 24, 7 doz. 15.00 25.30% | |

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 20.25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, 7 doz. \$1.50..... | 30% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net 7 doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 80% |
| Table and Pocket, see Cutlery..... | |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|----------|
| Wadsworth..... | 40.10.20 |
|----------------|----------|

Knife Sharpeners

| | |
|--|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones 7 doz..... | \$3.00 |
| Solid Stone Carving Knife Hones 7 doz..... | \$2.50 |
| Quick Edge Pocket Knife Hones 7 doz..... | \$3.00 |
| Mounted Kitchen Sandstone 7 doz..... | \$1.50 |

Knobs

| | |
|--|--------------|
| Bardley's wood, door, shutter and base..... | 10.15% |
| Base, rubber tip, 2 1/2 in. head, 7 doz..... | \$1.15.25 |
| Door Mineral..... | 65.70c |
| Door Por. Jap'd..... | 70.75 |
| Door Por. Nickel..... | \$2.10.25.30 |

Lanterns

C. T. Ham, Class A, B, C and D.....40.10.20

Latches

| | |
|-----------------------------|----------|
| Cronk's barn door, net..... | \$2.00 |
| Lane's Barn Door..... | 40.10.20 |

Lawn Mowers

| | |
|--------------------------------|----------------|
| Champion..... | 75.10.20 |
| Clipper Improved..... | 50.10.20.30.40 |
| Enterprise..... | 40.10.20 |
| Genuine Philadelphia Mowers: | |
| Style M, S, C, K, T..... | 70.10.20 |
| Style A (all steel)..... | 60.10.20 |
| Style E, low wheel..... | 60.10.20 |
| Style E, high wheel..... | 70.10.20.30 |
| Drexel, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70.10.20 |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60.10 |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25.30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 30% |
| Kohler's: | |
| Daisy, net, 7 doz..... | \$7.50 |
| Myco..... | 6.00 |
| Rainmaker..... | 4.00 |
| Dew Drop..... | 1.25 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| June..... | 45% |
| Sisal..... | 35% |

Lemon Squeezers

| | |
|---|-----------------------------|
| Berger Bros., 7 doz., 3 in., \$1.00; 10 in., \$1.40 30% | |
| Hotchkiss, Straight Flush, 7 doz..... | \$3.50 |
| Little Giant..... | 50.60.25.5% |
| Porc. lined, Iron, 7 doz..... | \$1.75 |
| Porc. lined, Wood, 7 doz..... | \$1.25 |
| Wood, common, 7 gro..... | No. 0, \$5.25 |
| | \$4.50; No. 1, \$5.25.35.50 |

Levels

| | |
|-----------------------------|----------|
| C. E. Jennings & Co's: | |
| Hexagon..... | 25.10.20 |
| Iron Bench, new design..... | 25.10.20 |

Lifters

See Transom Lifters.

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 50 feet..... | 40.10.20 |
| Cotton Trot..... | 30% |
| Samson Cot., Nos. 4, 22.50; 4 1/2, \$2.75..... | 30% |
| Silver Lake braided, 7 gro., Nos. 0, \$5.00; 1, \$6.50; 2, \$7.00; 3, \$7.50..... | 20% |
| Wire Clothes: | |
| 12 18 20 | |
| 1000 feet..... | \$2.25 \$3.00 \$1.75 |
| 75 feet..... | 1.20 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|-------|
| Eagle Lock Co..... | 35.5% |
| Corbin..... | 35.5% |
| Yale..... | 35.5% |

PADLOCKS—

| | |
|---|--------------|
| Acme bicycle and satchel, 7 doz., \$9.00..... | 40% |
| Acme S. W. Co..... | 40.25% |
| Brown's brass..... | 35% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Eagle..... | 40% |
| Smith & Egge bicycle..... | 50% |
| Wrought Iron..... | 75.10.20.30% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|----------|
| Corbin's..... | 25.10.20 |
| Eagle..... | 40% |

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

| | |
|---|-------------|
| Hickory..... | 45.5.10.20% |
| Lignumvitae..... | 45.5.10.20% |
| Bliss: | |
| Carpenters, Tinnerns, Box, Carvers..... | 33.5% |

Maalin Kettles

See Hollow Ware.

Mattocks

| | |
|--------------------------------|-----------------|
| Cronk's Garden, net 7 doz..... | \$4.00 |
| Regular Goods..... | 70.10.20.30.75% |

Meat and Food Cutters

| | |
|--------------------------------|-------------------------------|
| American..... | 80% |
| Nos..... | 1 2 3 4 5 6 |
| Each..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Dixon's, 7 doz..... | 50.10.20.30.40.50 |
| Nos..... | 1 2 3 4 |
| Each..... | \$14 \$17 \$19 \$30 |
| Enterprise..... | 35.35.5.7.5% |
| Nos..... | 6 10 12 30 22 32 |
| Each..... | \$2 \$3 \$2.75 \$5 \$4.50 \$5 |
| Little Giant..... | 60.10.20.30 |
| Nos..... | 805 210 190 322 |
| Each..... | \$35 \$48 \$44 \$73 \$68 |
| Woodruff's, 7 doz..... | 40.60.50% |
| Nos..... | 100 160 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25.30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25.30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|-----|
| Magnolia Metal Co.: | |
| Defender..... | 18c |
| Comic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mytic..... | 15c |
| F. O. B. New York or Chicago..... | 15c |

Melting Ladles

| | |
|--------------------------------------|-------------|
| Monroe's Patent, 7 doz., \$4.00..... | 40% |
| Sargent's..... | 60.60.10.20 |

Mitre Boxes

| | |
|-----------------------------|----------|
| C. E. Jennings & Co..... | 30.10.20 |
| Seavey's, 7 doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. 240 to 420..... | 30% |
| Nos. 50 and 60..... | 35% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

WIRE AND CUT NAILS—
See Review of the Markets for Quotations.
Wire nails and brads, Papered A and B list,
July, 1899.....85.25.10.20

PICTURE—

| | |
|---------------------------------------|----------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 60.10.20 |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|-------------------------------------|---------|
| 'Gem,' 1/2 gross lots, 7 gross..... | \$31.00 |
| less quantity, 7 dozen..... | 2.00 |

Nail Pullers

| | |
|---------------------------------|--------------|
| Ajax, 5 lbs., 7 dozen, net..... | \$7.50 |
| Black Hawk, 7 dozen..... | 9.00 |
| Cyclops..... | 60.10.20.30% |

IRON PLANES—

| | |
|----------------------------|--------|
| C. E. Jennings & Co., Iron | 50&10% |
| Sargent's | 50&10% |
| Standard Tool Co. | 50&10% |
| Stanley Rule & Level Co. | 50&10% |
| Stallion's | 50&10% |
| Miscellaneous | 50&10% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Rack Bros. | 30% |
| Butcher's | \$5.00&5.25 to 2 |
| C. E. Jennings & Co. | 16%&10% |
| Stanley R. & L. Co. | 35% |
| L. & I. J. White | 20&5&22% |

Pliers

| | |
|--------------------------|-----------|
| Button | 75&10&75% |
| Cronk & Carrier: | |
| Pliers | |
| No. 1 | 60&10% |
| " 20, net | \$8.25 |
| " 40 | 75&10% |
| " 60 | 80% |
| " 80 | 40&10% |
| " 100 | 50% |
| " 120 | 50&10% |
| " 140 | 50% |
| Wm. Johnson's Gas Pliers | 60% |
| Smith's Side Cutting | 25% |

Plow Bolts

| | |
|------------|--|
| See Bolts. | |
|------------|--|

Plumb Bobs

| | |
|--------------------|-----|
| Kenuff & Esmer Co. | 35% |
|--------------------|-----|

Plumbs and Levels

| | |
|---------------|-----------|
| Cook's | 40&10&10% |
| Davis' | |
| Inclinometers | 20% |
| Iron Levels | 25&10% |
| Diston's | 70% |
| Machinists' | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Ponchers

| | |
|-------------------|--|
| See Egg Ponchers. | |
|-------------------|--|

Police Goods

| | |
|----------------|-----|
| Tower & Lyons. | 25% |
|----------------|-----|

Polish Metal

| | |
|---------------------------------------|-------|
| Prestoline Liquid, new list | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 5 oz. boxes | \$ 50 |
| " gross | 4.50 |
| " pound boxes, 1 dozen | 1.25 |
| " gross | 1.25 |
| U. S. Liquid, 8 oz. cans, 1 dozen | 12.00 |
| " gross | 1.00 |
| Harkness' Friend Metal Polish | 1.75 |
| " gross | 18.00 |

Polish, Stove

| | |
|---|------|
| Black Eagle benzine paste, 5 lb. cans, | 10c |
| " lb. | |
| Black Eagle liquid, 10 oz. cans, | 75c |
| " doz. | 9.00 |
| Black Jack paste, 5 lb. cans, 1 gross | 65c |
| Ladd's Black Beauty, 1 gross, \$10.00 | |
| Joseph Dixon's, 1 gross, \$6.75 | 10% |
| Dixon's Plumbago, 1 lb. | 8c |
| Fireade, 1 gross | 2.50 |
| Gem, 1 gross, \$4.50 | 10% |
| Japanese, 1 gross | 8.50 |
| Jet black, per gross | 8.50 |
| Peerless Iron enamel, 10 oz. cans 1 doz | 1.50 |
| Wynn's | |
| Black silk, 5 lb. pail, each | 70c |
| Black silk, 1/2 lb. box, 1 doz | 1.00 |
| Black silk, 5 oz. box, 1 doz | 1.00 |
| Black silk, 1 pint liquid, 1 doz | 1.00 |

Poppers, Corn

| | | |
|-----------|-------|-------|
| Square | 1 Doz | 1 Gro |
| 1 qt. | | 11.00 |
| 1 1/2 qt. | | 18.50 |

Post Hole Diggers

| | |
|--------------------------------|---------------------|
| Avery's | 80% |
| Diston's Samson Digger, 1 doz. | \$34. 35% |
| Kohler's | |
| Little Giant | 1 doz., net \$12.00 |
| Hercules | " " 9.00 |
| Invincible | " " 9.00 |
| Pioneer | " " 7.20 |
| Universal | " " 13.00 |
| New Champion | " " 6.00 |
| Rival | " " 6.00 |
| Ryan's | 1 doz., \$20.00 25% |
| Iwan's | 1 Doz |
| Split handle | net \$8.75 7.00 |
| Perfection | " 7.25&75.00 |
| Rockford Tack & Nail Co. | |
| Rockford brand | 1 doz., 6.50 |
| Atlas pattern | " 7.50 |

Post Hole Augers

| | |
|------------------------|-------|
| Iwan's Patent Improved | 40&5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
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| Hoe Down Hooks | 75&10&2% |
| Hop Hooks | 60&10&2% |
| Potato Hooks | 70 |

Powder

| | |
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| See Ammunition. | |
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Presses

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| See Fruit and Jelly Presses. | |
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Primers

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| See Ammunition. | |
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Pruning Hooks and Shears

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| Cronk's Pruning Shears, all styles | 33% |
| Diston's Combined Pruning Hook and | |
| Saw, 1 doz., \$18.00 | 30% |
| Diston's Pruning Hook, 1 doz., \$12.00 | 30% |
| Smith's | |
| Pruning Shears | 50&10% |
| Rockdale Pruners | 33% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's. Pruning Tools | 40% |
| P. S. & W. Co's. Shears | 40% |
| Waters' Tree Pruners | 75&10% |

Pulleys

| | |
|------------------------|-----------|
| A wning | 50&10&10% |
| Axle | 50&10&10% |
| Brass screw | 45&10% |
| Ceiling | 50&10&10% |
| Clothes line, japanned | 80% |
| Common Sense | 80% |
| Dumb Waiter | 50&10&10% |
| Empire Sash Pulley | 80% |

| | |
|---|--------------|
| ox all steel | 0.5 |
| Grand Rapids, all steel | |
| Hay Fork, swivel eye, 1/2 doz., 4 in., \$8.75 | 55% |
| 6 in., \$8.00 | |
| Hay Fork, Harts, 1/4 in., 1/2 doz., \$8.00 | 50&10% |
| Hay Fork, 5 in., solid, \$5.70 | 50% |
| Hot House | 50&10&10% |
| Stowell's Anti-Friction, 5 in. wheel, | 40% |
| 1/2 doz., \$12.00 | |
| Side, Anti-Friction | 40% |
| Shade rack | 45% |
| Upright | 50&10&10&10% |

Pumps

| | |
|---|-----------|
| Cistern, best grades | 80&10&10% |
| Pitcher Spout, best grades | 75&10% |
| Power Pumps, Myers | 60% |
| Spray Pumps, Myers | 50&10% |
| Spray Pumps, Kohler's | |
| Daisy, net 1/2 doz. | \$ 7.50 |
| Mechanical, net 1/2 doz. | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 828, 3 in. Shallow Well | 13.00 |
| No. 2, Fig. 828, 3 1/2 in. Shallow Well | 15.00 |
| No. 3, Fig. 807, 3 in. Deep Well | 15.00 |
| No. 4, Fig. 807, 3 1/2 in. Deep Well | 17.00 |
| No. 14 Fig. 521, 3 in. Deep or Shal- | |
| low Well Pump | 15.00 |
| No. 22, Fig. 523, 3 in. Deep Well | 17.00 |
| No. 24, Fig. 523, 3 1/2 in. Shallow | |
| Well Pump | 17.00 |
| No. 26, Fig. 523, 3 1/2 in. Shallow | 14.00 |
| No. 28, Fig. 523, 3 1/2 in. Shallow | 17.00 |
| No. 30, Fig. 523, 3 1/2 in. Shallow | 15.00 |
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| No. 346, Fig. 523, 3 1/2 in. Shallow | 1 |

| BENCH, HAND, ETC.— | |
|---|--|
| Bench, iron, # doz. 1 in., \$2.50@3.75 | |
| 1 1/2, \$3.00@3.25; 1 3/4, \$3.50@3.75 | |
| Bench, wood, beech, 30@30.25 | |
| Head, wood, 30@30.25 | |
| Jack Screws, Miller's Falls, roller bearing, 50@10 | |
| Jack Screws, Miller's Falls, without roller bearing, 40@10.40 | |
| Jack Screws, F. S. & W., 50@10.25 | |
| Jack Screws, Sargent's, 70@10 | |
| Scroll Saws | |
| Cricket, 10@10 | |
| C. E. Jennings & Co., 25 | |
| Lester, complete, \$10.00, 15@10 | |
| Rogers, complete, \$4.00, 15@10 | |
| Scythes | |
| Cronk's, # Doz \$9.00 | |
| Wadsworth's, Polished Blade, Natural Finish, grass, 40 | |
| grass, Painted or Bronzed, Grass, Clipper, Grain; Weed and Bush, 40 | |
| Scythe Rifles | |
| 2-Coat, # gro., \$10.00, 40 | |
| 4-Coat, # gro., \$12.00, 40 | |
| Scythe Stones | |
| Pike's Selling Assortments: Assortment "A", \$4.75 net | |
| Assortment "B", \$5.75 net | |
| No. 1, Indian Pond, \$7.00 | |
| No. 2, " " 4.50 | |
| White Mountain, 9.00 | |
| Black Diamond, 12.00 | |
| Lamotte, 11.00 | |
| Green Mountains, 9.00 | |
| Leader Red Mt., 4.50 40 | |
| Willoughby Lake, 9.00 | |
| Extra Quinobog, 7.00 | |
| Pike's Corundum, 18.00 | |
| Quick Cut Emery, 10.00 | |
| Seeders | |
| Raisin, Enterprise, 25@30 | |
| Shears | |
| Ame (cast), 40@40.25 | |
| Edna, Steel Japanned, 80@30 | |
| Edna, Steel Nickle, 70@30 | |
| Barford Lamp Trimmers, 40 | |
| Carrier Cutlery Co., 63 1/2 | |
| N. P. Straight Trimmers, 66 1/2 | |
| N. P. Bent Trimmers, 70@10 | |
| Japanned Straight, 70@10 | |
| Japanned Bent, 70@10 | |
| Cronk's, 70@10 | |
| Nickel Plated, 70@10 | |
| Japanned, 70@10 | |
| Heinrich's, 60@10@60@10@10 | |
| Tailors' Shears, 40 | |
| Tinners' Snips, 40 | |
| Pruning, See Pruning Hooks and Shears, 40 | |
| Seymour's Standard List: Japanned, 70 | |
| Nickel, 60 | |
| Standard Cutlery Co., 70@10 | |
| Japanned, 70@10 | |
| Nickel, 60@10 | |
| Star Brand, 60 | |
| Nickel Scissors, 60 | |
| Nickel Shears, 60 | |
| Japan Shears, 60 | |
| Tailors' Shears, 60 | |
| Pruners, 75 | |
| Tinners' Snips, 40 | |
| Shears, Hedge | |
| Wm. Wilkinson & Sons, 50 | |
| Sheaves | |
| SLIDING DOOR— | |
| Corbin's list, 60@10@25 | |
| Hatfield's Patern, 70@10@30 | |
| Stowell's Anti-Friction, 60@10@60@10@25 | |
| Patent Roller, 60@10@60@10@25 | |
| SLIDING SHUTTER— | |
| Sargent's list, 70 | |
| Shells | |
| See Ammunition, 25 | |
| Ship Tools | |
| L. & I. J. White, 25 | |
| Shot | |
| See Ammunition, 25 | |
| Shovels and Spades | |
| Association List, Nov. 15, 40 | |
| F. E. Kohler Co., net prices | |
| Avery Stamping Co., 40 | |
| Shutter Bars | |
| Ives', 45 | |
| Shutter Bolts | |
| See Bolts, Shutter, 45 | |
| Skate Sharpeners | |
| Eureka, # doz., \$1.75; # gro., \$18.00 | |
| Slaters' Tools | |
| Plumbe, 30 | |
| Slaw and Kraut Cutters | |
| Diston's, 40 | |
| Slaw, vegetable, corn grater, turnip shredder, 40 | |
| Kraut cutters, 9x7, 25x3, 30x3, 50 | |
| Kraut cutters, 30x13, 40x13, 40 | |
| Tucker & Dorsey: 1 knife, # gro., \$18.00@30.00 | |
| 2 knives, # gro., \$23.50@30.00 | |
| Kraut cutters, 40 | |
| Woodrough & McFarlin, 40 | |
| Sledges and Heavy Hammers | |
| See Hammers, 40 | |
| Slicers | |
| Vegetable, Enterprise, 25 | |
| Smiths' Bellows | |
| See Bellows, 40 | |
| Snaps, Harness, &c | |
| German, new list, 40@40.10 | |
| Sargent's, 60 1/2 | |
| Patent Guarded, 50@65 | |
| Covered Spring, 50@65 | |
| Covert Mfg. Co.: Covert Breast strap, bble maps, 40 | |
| Yankee Breast strap, bble maps, 40 | |
| Breast strap protector, 45 | |
| Double for bble or trace carrier, 45 | |

| Trojan snaps, 45 | |
|--|--|
| High grade snaps, 45 | |
| Jockey snaps, 35 | |
| Derby snaps, 30@25 | |
| Rope snaps, 40 | |
| Yankee snaps, 30@25 | |
| Scythe Snaths | |
| National Snath Co., 45@10 | |
| Grain cradles, 40@12 1/2 | |
| Spoke Shaves | |
| Bailey's (Stanley R. & L. Co.), 50@10 | |
| Razor Edge, 35 | |
| Iron, # doz., 50@10 | |
| Miller's Falls, 15@10 | |
| Seymour Smith & Sons, iron, 20 | |
| Wm. Johnson's, 20 | |
| Wood, best, 30 | |
| Wood, second quality, 25 1/2 | |
| Spoons and Forks | |
| Atlas Spoons, 45 | |
| Tea, # gro. net, 30 | |
| Table, # gro. net, 30 | |
| Boardman's, Nickel silver, catalogue "D", net list | |
| SILVER PLATED FLAT WARE— | |
| L. Boardman & Son, catalogue "D", net list | |
| International Silver Co.: "1847", 40@10 | |
| "Anchor", 60 | |
| "Eagle", 50@10 | |
| "Star", 50@10 | |
| Rogers, Smith & Co., 50@10 | |
| Rogers & Hamilton, 40@10 | |
| Holmes & Edwards, 50@10@10 | |
| German silver, unplated, 60@60@50 | |
| KNIVES AND FORKS, NO. 12— | |
| # Doz. Net \$2.50 | |
| "Anchor", 3.25 | |
| "Eagle", 3.25 | |
| "Star", 3.25 | |
| Rogers, Smith & Co., 3.25 | |
| Rogers & Hamilton, 3.25 | |
| Holmes & Edwards, 2.75 | |
| Springs | |
| See Door Springs, 40 | |
| Spring Balances | |
| See Balances, 40 | |
| Spring Hinges | |
| See Hinges, 40 | |
| Squares | |
| Diston's Try square & T bevels, new list, 70 | |
| Try square and T bevel, 60@10@50 | |
| Winterbottom's Try and Mitre: Iron Handle, 40 | |
| Wood Handle, 50 | |
| Nickel-plated, new list, Jan. 5, '07, 75@10@80 | |
| Steel and iron, 75@10@80 | |
| Staples | |
| Barbed blind, 1/4, 1/2, 3/4 in., # lb., 6@6 1/2 | |
| Poultry Netting, 8 1/2@3 1/2 | |
| FENCE— | |
| Same price as Barb Wire, see trade report. | |
| Stay Rollers | |
| Cronk's, No. 50, net # doz., \$1.00 | |
| " " " " " " 50 | |
| " " " " " " 84c | |
| " " " " " " 84c | |
| " " " " " " 80c | |
| Lane's, Nos. 1, 2 and 3, 40 | |
| Steels | |
| Chatillon's "Dicks", 30 | |
| Stocks and Dies | |
| BICYCLE— | |
| Holroyd & Co., 40@10 | |
| BLACKSMITH'S— | |
| Buttersfield's, 35@40 | |
| Gardner, 33 1/2@10 | |
| Holroyd & Co., 50@10@50 | |
| Holroyd's R'd Adj. screw plates, 50 | |
| Reed's new screw plates, 25 | |
| Lightning screw plate, 25 | |
| PIPE MAKERS— | |
| Holroyd & Co., 80@10@80@10 | |
| Stones | |
| See Oilstones, 40 | |
| Stops | |
| See Bench Stops, 40 | |
| Store Door Handles | |
| See Handles, 40 | |
| Store Ladders | |
| Lane's, 10 | |
| Myers' Noiseless, 50 | |
| Stove Bolts | |
| See Bolts, 40 | |
| Stove Polish | |
| See Poliah, Stove, 40 | |
| Sweepers | |
| See Carpet Sweepers, 40 | |
| Swing Chairs, Steel | |
| Haggard & Marcanson Co., "Comfort" per doz., 25 | |
| Tackle Blocks | |
| See Blocks, 40 | |
| Tacks, Finishing Nails, &c | |
| New List, May 1, 1906, 90@87 1/2@10 | |
| American Carpet Tacks, 90@87 1/2@10 | |
| American Cut Tacks, 90@87 1/2@10 | |
| Swedes Cut Tacks, 90@87 1/2@10 | |
| Swedes Upholsterers, 90@87 1/2@10 | |
| Gimp Tacks, 90@87 1/2@10 | |
| Lace Tacks, 90@87 1/2@10 | |
| Trimmers' Tacks, 90@87 1/2@10 | |
| Looking Glass Tacks, 60@84 | |
| Bill Posters' & Railroad Tacks, 80@80@10 | |
| Hungarian Nails, 70@10 | |
| Finishing Nails, 70@10 | |
| Trunk and Clout Nails, 80@10 | |
| NOTE.—The above prices are for Standard Weights. An extra 5¢ is given on Medium Weights, and an extra 10¢ is given on light weights. | |
| MISCELLANEOUS— | |
| Double Point, in dozens, 90@87 1/2 | |
| Shade, in dozens, 90@10@10 | |
| Shade, in bulk, 90 | |

| Tack Pullers | |
|---|--|
| Columbia, No. 1, # doz., net, \$5.00 | |
| " " " " " " " " 1.00 | |
| Little Jack, # doz., net, 1.00 | |
| Tapes, Measuring | |
| Eddy's: American Asses' skin, 40@10@40 | |
| Leather Case, 25@25@10 | |
| Star steel, 40@40@10 | |
| Steel, 30@30@5 | |
| Chestermans, 25@25@5 | |
| Kemfel & Easer Co.: "Favorite" Ass skin, 40@10@50 | |
| "Favorite" Duck & Leather, 25@25@10 | |
| Metallic steel, lower list, 35@35@5 | |
| Pocket, 55@35@10 | |
| Larkin's steel and metallic, 30@35@5 | |
| Tap Borers | |
| See Borers, Tap, 40 | |
| Tap | |
| American Screw Co.: Machine screw, 70 | |
| Holroyd & Co's: Blacksmiths, 60@10 | |
| Machine screw, 75@10@80 | |
| Machinists' Hand: 1-16 to 1 1/2 in. inc., 65@10 | |
| 1/8 to 3 in. inc., 50@10@5 | |
| 3/4 to 3 in. inc., 53 1/2@10 | |
| 3/4 to 4 in. inc., 30 | |
| Pipe, 1/4 to 1 1/2 in., 80@20 | |
| Pipe, 2 to 3 in., 80@15 | |
| Pipe, 3 1/2 and 4 in., 65 1/2@15 | |
| Tap Wrench | |
| Rollis Hdw. Co., \$5.00, 50 | |
| Thumb Latches | |
| See Handles, 40 | |
| Ties, Wall and Veneer | |
| The Metal Stamping Co., Niagara, 20@10 | |
| Tinware | |
| Stamped, Japanned and Piced, net prices | |
| Tire Bolts | |
| See Bolts, 40 | |
| Tobacco Cutters | |
| National Specialty Co., 40 | |
| Enterprise Mfg. Co., 25@30 | |
| Toilet Clippers | |
| See Clippers, 40 | |
| Trace Holders | |
| Fernald's, # doz. pairs, net \$1.25 | |
| Trammel Points | |
| C. E. Jennings & Co., "Eureka", 25 | |
| Diston's, 70 | |
| Sargent's, 40@10 | |
| Stanley's, 45 | |
| Transom Lifters | |
| Payson's solid grip, Nos. 643 and 644, # 100, net, \$23.00 | |
| Payson's: Balance, iron list, 70@10@10 | |
| Traps | |
| FLY— | |
| Balloon, # doz., \$1.25, # gro., \$12.00 | |
| Globe, 1.25, " " 12.00 | |
| Harper, " " 1.40, " " 15.50 | |
| GAME— | |
| Enterprise Mole, 15@10 | |
| Hawley & Norton, 65 | |
| Newhouse, 45@45@5 | |
| Victor, 70@10@70@10@5 | |
| MOUSE AND RAT— | |
| Hotchkiss: Metallic Mouse, 50 | |
| Improved Rat, 50 | |
| New Rat, 50 | |
| Mouse, round wire, # doz., \$1.00, 10 | |
| Mouse, wood, choker, # doz. holes, 9c | |
| Marty French rat & mouse traps (Genuine): No. 1, Rat, # doz., \$13.25 | |
| No. 2, Rat, # doz., \$6.50; case of 50, 5.75 | |
| No. 3, Rat, # doz., \$6.25; case of 72, 4.70 | |
| No. 4, Mouse, # doz., \$2.25; " " 150 5.00 | |
| No. 5, " " " " \$3.00; " " 150 3.25 | |
| Smith & Egge Mfg. Co.: # Doz Superior Rat Trap, \$15.00 | |
| Yankee Mouse Trap, 5.50 | |
| Yankee Rat Trap, 11.00 | |
| Trouser Hangers | |
| Pullman No. 1, # gro., \$ 9.00 | |
| " " " " " " 24.00 | |
| Trowels, Mechanics | |
| Brade's Brick, 80 | |
| Diston's: Brick and Pointing, 80 | |
| Plastering, 25 | |
| "Standard Brand" and Garden, 85 | |
| C. E. Jennings & Co.: Brick, 80 | |
| Plastering, 25 | |
| Pointing, 80 | |
| W. & McP. Plastering, 25 | |
| "Rose" Brick, Plating & Moulding, 25@5 | |
| Trowels, Garden | |
| Kohler's: Mal. Hd. Jap., # gro. net, \$4.80 | |
| " " " " " " " " 6.00 | |
| Wood Hd., # gro. net, 4.80 | |
| Diston's, 35 | |
| Avery's, net # gro., \$6.00 | |
| Vegetable Slicers | |
| Enterprise Mfg. Co., 25 | |
| Vises | |
| Oval slide, 60 | |
| Solid box, 60 | |
| Columbian Hdw. Co.: No. 110 and over, 50@55 | |
| No. 100 and under, 50@10 | |
| Solid box, horsehoofers', Nos. 60, 65 & 70, 50@10 | |
| Machinists', Parallel, 45 | |
| Coschmakers', 45 | |
| Armstrong's: Combination, 50 | |
| Plain and Hinge, 60 | |
| Bonney's Champion, 40@10 | |

| Holland's, 40 | |
|---|--|
| Howard's, 40 | |
| Little Giant Bench, 25@5 | |
| Lowell Hand, 35 1/2 | |
| Masey: Perfect, 20 | |
| Clincher, 35@40 | |
| Wood-working, 15@20 | |
| Planer, 15@20 | |
| Comb. Pine, 40 | |
| Millers' Falls: Mechanics', 10 | |
| Oval Glide, 40@10 | |
| Ball Clamp, 45@10 | |
| Hand, 15@10 | |
| Moore's: Prentiss, 30 | |
| Sargent's, 30@25 | |
| Snediker's, 40 | |
| Stephen's, 30@35 | |
| Trenton, 40@40@5 | |
| Wright's Pipe, 40 | |
| SAW FILERS | |
| Honey's No. 1 & 2, 40 | |
| Wentworth's, 40@10@50 | |
| Wads | |
| See Ammunition, 40 | |
| Wagon Jacks | |
| Covert's Auto Screw Jacks, 30@35 | |
| Mfg. Co's. steel, 45 | |
| Automobile, 45 | |
| Lane's steel, 30@10 | |
| Washer Cutters | |
| Otis A. Smith's, 30@10@10 | |
| Water Motors | |
| Rosenberg's, single, F. O. B. Balto., 40 | |
| " " in Doz. Lots, Frt. Pd., 40@10 | |
| Weights, Hitching | |
| Covert Mfg. Co., 40@25 | |
| Well Wheels | |
| Japanned, 8 to 14 in., net | |
| Weed Extractors | |
| "Pastime," # doz., net, \$1.75 | |
| Window Cleaners | |
| Barnes Mfg. Co., 40 | |
| Hesley's Peerless, 40 | |
| Hesley's X. L. C. R., 70 | |
| Clayton's, 25@10 | |
| Phoenix, 80 | |
| Window Stop Adjusters | |
| Ives' new list, 35 | |
| Taplin's "Perfection", 55 | |
| Wire Gauges | |
| See Gauges, 40 | |
| Wire and Wire Goods | |
| Brass wire, 15 | |
| Bright Wire Goods: New list June 24, 1906, 90@25 | |
| Cast steel wire, 50 | |
| Copper wire, 30@25 | |
| Annealed & Tin, on spools, 70@10@10 | |
| Brass and Cop. on spools, 60@60@10 | |
| Market Wire, Bright or Annealed: Nos. 0 to 9, 75@55 | |
| No. 10 to 18, 75@10 | |
| No. 19 to 26, 70@10 | |
| No. 27 to 35, 80 | |
| Galvanized: Nos. 15 to 26, 70 | |
| Coppered: Nos. 6 to 14, 72 1/2 | |
| Nos. 15 to 18, 72 1/2 | |
| Tinned: Nos. 6 to 14, 72 1/2 | |
| Nos. 15 to 18, 70 | |
| Cast steel, 50 | |
| Charcoal iron, 80 | |
| Gum screw, 65 | |
| Picture wire, list of Oct. 2, 1900, 85@10@85@10@10 | |
| Stub's steel wire, \$6.00 to \$8 1/2 | |
| Wire Clothes Lines | |
| See Lines, 40 | |
| Wire Cloth, Netting, &c | |

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American Fork & Hoe Co., Cleveland, O.
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Faultless Caster Co., Nebraska City, Neb
- Casters (Furniture)**
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Buffalo Mfg. Co., Buffalo, N. Y.
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Covert Mfg. Co., Troy, N. Y.
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Onida Community, Onida, N. Y.
- Chain Blocks**
The Yale & Towne Mfg. Co., New York.
- Chains, Cow**
Covert Mfg. Co., Troy, N. Y.
Onida Community, Kenwood, N. Y.
- Chains, Halter**
Onida Community, Ltd., Kenwood, N. Y.
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Smith & Egge Mfg. Co., Bridgeport, Conn.
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Eureka Chair Seat Co., Syracuse, N. Y.
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Chappell Furnace Co., Morenci, Mich.
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Kraut & Dohnal, Chicago, Ill.
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Smith & Egge Mfg. Co., Bridgeport, Conn.
- Cleavers**
John Chatillon & Sons, New York
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Coates Clipper Mfg. Co., Worcester, Mass.
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American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York
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Erie Specialty Co., Erie, Pa.
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Jos. Rodgers & Sons, Sheffield, England
- Cutlery, Table**
Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England
- Cut Nails**
Fuller Bros. & Co., New York
- Cutters, Rod**
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.
- Cutters, Wire**
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- Cutting Pliers**
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- Dies, Steel**
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Superior Spring Hinge Co., Chicago, Ill.
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- Door Checks and Springs**
Caldwell Mfg. Co., Rochester, N. Y.
- Drawer Pulls**
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Emery and Garnet Paper
Baeder, Adamson & Co., N. Y., Phila.
Boston and Chicago

Emery Glue
The Tanite Co., Stroudsburg, Pa.

Emery Paper and Cloth
Baeder & Adamson, Co., Phila. & N. Y.

Emery Wheels
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Emery Wheel Dressers
Diamond Saw & Stamping Works, Buffalo, N. Y.

Enamel Ware (Ten Cent)
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Envelope and Stamp Lubricators
Pelouze Scale & Mfg. Co., Chicago

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Fences (Steel Picket)
Glen Mfg. Co., Ellwood City, Pa.

Fences (Wire)
Glen Mfg. Co., Ellwood City, Pa.

Fences, Wire and Iron
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Field Hoes
Geneva Tool Co., Geneva, O.

Files
G. & H. Barnett Co., Philadelphia
Alfred Field & Co., New York
Nicholson File Co., Providence, R. I.

Fillers, Wood
E. E. Nice, Philadelphia, Pa.

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Buffalo Mfg. Co., Buffalo, N. Y.
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Harrington & Richardson Arms Co.,
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J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

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A. F. McIselbach & Bro., Newark, N. J.

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Enterprise Mfg. Co., Akron, Ohio.

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Floor Plates
American Tube and Stamping Co.,
Bridgeport, Conn.

Food Choppers
Enterprise Mfg. Co. of Pa., Phila., Pa.

Forgings, Carriage
Columbus Bolt Works, Columbus, O.

Forks
American Fork & Hoe Co., Cleveland, O.

Freezers (Ice Cream)
John H. Graham & Co., New York, N. Y.
North Bros. Mfg. Co., Philadelphia, Pa.
Richmond Cedar Works, Richmond, Va.

Fruit Jar Wrenches
Champion Safety Lock Co., Geneva, O.

Fruit Presses
Enterprise Mfg. Co. of Pa., Philadelphia

Furnace Shovels
Geneva Tool Co., Geneva, Ohio

Furnace Shovels ("Tropic")
Avery Stamping Co., Cleveland, Ohio.

Galvanized Hoops, Bars & Bands
Harold McCalla, Philadelphia, Pa.

Galvanized Wire
Fuller Bros. & Co., New York

Galvanized Ware
Atlantic Stamping Co., Rochester, N. Y.

Garden Hose
Voorhees Rubber Mfg. Co., Jersey City,
N. J.

Garbage Cans
Atlantic Stamping Co., Rochester, N. Y.

Garden Rakes—Steel
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.

Garden Tools
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Garden Trowels (Never Break)
Avery Stamping Co., Cleveland, Ohio.

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Baeder & Adamson Co., Phila. and N. Y.

Gas Pliers
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Gasfitters' Supplies
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Gas Stoves
Taylor & Boggis Foundry Co., Cleve-
land, O.

Gauges, Butt
Stanley Rule and Level Co., New York

Gimlets
C. E. Jennings & Co., New York.

Glass Cutters
W. L. Barrett, Bristol, Conn.

Glue
Baeder, Adamson & Co., N. Y., Phila.,
Boston and Chicago

Grain Cradles
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Grain and Barley Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

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Diamond Saw & Stamping Co., Buffalo,
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West Haven Mfg. Co., New Haven, Conn.

Hack Saw Blades, Sterling
Diamond Saw & Stamping Works, Buf-
falo, N. Y.

Hack Saw Frames
Diamond Saw & Stamping Works, Buf-
falo, N. Y.

Hack Saws (Universal)
West Haven Mfg. Co., New Haven,
Conn.

Hair Felting
Baeder, Adamson & Co., N. Y. Phila.,
Boston and Chicago

Halter Chains
Covert Mfg. Co., Troy, N. Y.

Halters, Web and Rope
Covert Mfg. Co., Troy, N. Y.

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Henry Cheney Hammer Co., Little
Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
John H. Graham & Co., New York
Stanley Rule & Level Co., New York

Hammers, Adz-Eye
Henry Cheney Hammer Co., Little Falls,
New York

Handles, Tool
Berger Bros. Co., Philadelphia
Geneva Tool Co., Geneva, O.

Hangers, Barn Door
Cronk & Carrier Mfg. Co., Elmira
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.

Hangers, Coat and Hat
Cronk & Carrier Mfg. Co., Elmira, N. Y.

Hangers, Joist and Wall
Van Dorn Iron Works, Cleveland, O.

Hangers, Parlor Door
Lane Bros. Co., Poughkeepsie, N. Y.

Hangers, Pipe
Berger Bros. Co., Philadelphia.
Walworth Mfg. Co., Boston, Mass.

Hardware Mfrs' Agents, Etc.
John H. Graham & Co., New York
Robert Murray, New York

Hardware Specialties
Enterprise Mfg. Co. of Pa., Phila.
Alfred Field & Co., New York
Franklin Specialty Co., Reading, Pa.
Lane Bros. Co., Poughkeepsie, N. Y.
Robert Murray, New York
Taylor & Boggis Foundry Co., Cleve-
land, O.

Harness Dressing
Frank Miller Co., New York, N. Y.

Harness Snaps
Covert Mfg. Co., Troy, N. Y.

Hatchets
Franklin Specialty Co., Reading, Pa.
National Cutlery Co., Detroit, Mich.

Hasps and Staples
McKinney Mfg. Co., Allegheny, Pa.

Hay Carrying Tools
F. E. Myers & Bro., Ashland, Ohio

Hay Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Header Forks
Geneva Tool Co., Geneva, O.

Hinges
Griffin Mfg. Co., Erie, Pa.
McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.

Hinges, Spring
Hommel Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Hoes
American Fork & Hoe Co., Cleveland, O.

Hoisting Machinery
Kimball Bros. Co., Council Bluffs, Ia.

Hones, Razor
Alfred Field & Co., New York
Pike Mfg. Co., Pike, N. H.

Household Tin Ware
Atlantic Stamping Co., Rochester, N. Y.

Hook Racks
Udell Works, Indianapolis, Ind.

Hooks
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York

Horse and Cattle Ties
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.

Horse Clipping Machines
Am. Shearer Mfg. Co., Nashua, N. H.

Horse Nails
Capewell Horse Nail Co., Hartford, Conn.
Standard Horse Nail Co., New Brighton,
Pa.

Horse Rasps
G. & H. Barnett Co., Phila., Pa.
Nicholson File Co., Providence, R. I.

Hose (Fire)
Voorhees Rubber Mfg. Co., Jersey City,
N. J.

Hose (Garden)
Voorhees Rubber Mfg. Co., Jersey City,
N. J.

Hose Pipe
F. E. Myers & Bro., Ashland, Ohio

Hose, Rubber
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.

Hot Pan Lifters
E. L. Watrous Mfg. Co., Des Moines, Ia.

Ice Balances
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago

Ice Chisels
John Chatillon & Sons, New York

Ice Cream Freezers
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.

Ice Picks
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York

Ice Tools
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.

Inclinometers
Bradford Union Mfg. Co., Bradford, Pa.

Ironing Boards
Tyrone Ironing Board Co., Tyrone, Pa.

Iron Enamel
Nickel Plate Stove Polish Co., Chicago,
Ill.

Iron and Steel
Harold McCalla, Philadelphia, Pa.

Iron Works
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Jack Chains
Smith & Egge Mfg. Co., Bridgeport,
Conn.

Job Lots
Chas. Welland, New York, N. Y.

Keys and Blanks
Geo. W. Nock Co., Philadelphia, Pa.

Kitchen Cutlery
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.

Knife Sharpeners
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.

Knives
National Cutlery Co., Detroit, Mich.

Ladders, Folding
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.

Ladders, Rolling
Bicycle Step Ladder Co., Chicago.

Lamps, Bicycle
John H. Graham & Co., New York

Lard Presses
Enterprise Mfg. Co. of Pa., Phila.

Landing Nets, Ring, Staff
A. F. Meiselbach & Bro., Newark, N. J.

Lawn Fences
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.

Lawn Rakes
Geneva Tool Co., Geneva, Ohio

Lawn Mowers
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.

Lawn Tools
Geneva Tool Co., Geneva, Ohio

Lead Pencils
Jos. Dixon Crucible Co., Jersey City, N. J.

Lemon Squeezers
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York

Letter Boxes
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.

Levels
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.

Levels, Semi-Circular
Bradford Union Mfg. Co., Bradford, Pa.

Lifting Jacks
Barth Mfg. Co., Milwaukee, Wis.

Light Gray Iron Castings
Taylor & Boggis Foundry Co., Cleve-
land, Ohio

Liquid Fillers
E. E. Nice, Philadelphia, Pa.

Locks
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.

Locks and Knobs
John H. Graham & Co., New York

Locksmiths' Supplies
Geo. W. Nock Co., Philadelphia, Pa.

Lubricants
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.

Lunch Boxes (Folding)
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.

Machinists' Supplies
Diamond Saw & Stamping Works, Buf-
falo, N. Y.

Machinists' Tools
Barnes Tool Co., New Haven, Conn.
Henry Diaston & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.

Magnolia Metal
Magnolia Metal Co., New York

Mallets
Stanley Rule & Level Co., New York

Manufacturers' Agents
John H. Graham & Co., New York
Robert Murray, New York

Manure Forks
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Manure Hooks
Geneva Tool Co., Geneva, O.

Mats and Matting, Rubber
Voorhees Rubber Mfg. Co., Jersey City,
New Jersey

Measuring Pumps
Enterprise Mfg. Co. of Pa., Phila.

Measuring Tapes

Alfred Field & Co., New York
John H. Graham & Co., New York
Kneffel & Easer, New York

Meat Choppers

John Chatillon & Sons, New York
Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Meat Cutters

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Mills, Coffee and Spice

John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mincing Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops

Bay State Mop Co., Woburn, Mass.

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

Nails

Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
Nettleton Mfg. Co., New York
L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

Nuts

Columbus Bolt Works, Columbus, O.

Oilers

American Tube & Stamping Co., Bridgeport, Conn.
Cushman & Denison, New York

Oil Cans

Atlantic Stamping Co., Rochester, N. Y.
A. F. Meiselbach & Bro., Newark, N. J.

Oil Stones

Pike Mfg. Co., Pike, N. H.

Oil Stoves

Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co. Cleveland, O.

Packing Rubber

Voorhees Rubber Mfg. Co., Jersey City, N. J.

Padlocks

Ames Sword Co., Chicopee, Mass.
Alfred Field & Co., New York
John H. Graham & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
The Yale & Towne Mfg. Co., New York.

Paints

Jos. Dixon Crucible Co., Jersey City, N. J.
E. E. Nice, Philadelphia, Pa.

Paint Specialties

Adams & Elting Co., Chicago, Ill.
Eugene E. Nice, Philadelphia, Pa.

Paper Clips

Cushman & Denison, New York

Patents

Davis & Davis, New York
O. J. Haegler, Philadelphia, Pa.

Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Pipe Cutters

Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Pipe Fittings

Walworth Mfg. Co., Boston, Mass.

Pipe Straps

Berger Bros. Co., Philadelphia
Walworth Mfg. Co., Boston, Mass.

Pipe Threading Machines

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe Vises

Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Pipe, Wrought

Walworth Mfg. Co., Boston, Mass.

Pistols

Harrington & Richardson Arms Co., Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Planes

C. E. Jennings & Co., New York
Stanley Rule & Level Co., New York

Planters' Hoes

Geneva Tool Co., Geneva, O.

Plated Ware

Alfred Field & Co., New York

Plates, Machinery

Schwerdtle Stamp Co., Bridgeport, Conn.

Pliers, Fencing

Cronk & Carrier Mfg. Co., Elmira, N. Y.
Alfred Field & Co., New York

Plumbers' Supplies

Berger Bros. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Pocket Cutlery

John Chatillon & Sons, New York
Alfred Field & Co., New York

Polish, Stove

Jos. Dixon Crucible Co., Jersey City, N. J.
Nickel Plate Stove Polish Co., Chicago, Ill.

Polishes, Liquid

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishes, Paste

Geo. W. Hoffman, Indianapolis, Ind.
and New York

Polishing Pastes

The Tanite Co., Stroudsburg, Pa.

Postal Scales

Pelouze Scale & Mfg. Co., Chicago, Ill.

Post Hole Diggers

John H. Graham & Co., New York

Post Office Lock Boxes

The Yale & Towne Mfg. Co., New York.

Potato Hooks

Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Poultry Netting

New Jersey Wire Cloth Co., New York,
Trenton, Chicago, San Francisco.

Printers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Pruning Shears

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Pulleys, Hoisting

F. E. Myers & Bro., Ashland, Ohio

Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Pulleys (Sash)

Frank B. Sloan & Co., Baltimore, Md.

Pumps

F. E. Myers & Bro., Ashland, Ohio.

Punches

Chandler & Farquhar, Boston

Punches, Spring

Alfred Field & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.

Push Plates

Champion Safety Lock Co., Geneva, O.

Rail, Barn Door

Cronk & Carrier Mfg. Co., Elmira, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Railroad Brasses

Magnolia Metal Co., New York

Railroad Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Raisin Seeders

Enterprise Mfg. Co. of Pa., Phila.

Rakes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
John H. Graham & Co., New York

Razors

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.
Jos. Rodgers & Sons, New York and
Rushfield, England

Razor Grindstones

Pike Mfg. Co., Pike, N. H.

Razors, Safety

Gem Cutlery Co., New York
Gillette Sales Co., New York, N. Y.
Kampfe Brothers, New York

Reamers

C. E. Jennings & Co., New York

Reels, Rope

Udell Works, Indianapolis, Ind.

Registers, Warm Air

Berger Bros. Co. Philadelphia
Standard Register Co., Cleveland, Ohio.

Reversible Nippers

The Nettleton Mfg. Co., Middletown,
Conn.

Revolvers

Harrington & Richardson Arms Co.,
Worcester, Mass.

Revolving Horse Hay Rakes

Geneva Tool Co., Geneva, O.

Rifles

Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

Rivets

Berger Bros. Co., Philadelphia
C. C. & E. P. Townsend, New Brighton,
Pa.

Roof Bolts

Columbus Bolt Works, Columbus, O.

Roofing, Asbestos

Stowell Mfg. Co., Jersey City, N. J.

Roofing, Gravel

Stowell Mfg. Co., Jersey City, N. J.

Roofing and Roofers' Supplies

Am. Steel Roofing Co., Middletown, O.
Berger Bros. Co., Philadelphia
Stowell Mfg. Co., Jersey City, N. J.

Roof Rods

Columbus Bolt Works, Columbus, O.

Rubber Cement, Elastic

Stowell Mfg. Co., Jersey City, N. J.

Rubber and Iron Wheels

Geo. P. Clark Co., Windsor Locks, Conn.

Rules

Alfred Field & Co., New York
Stanley Rule & Level Co., New York

Rules, Steel

Kneffel & Easer, New York, N. Y.
L. S. Starrett Co., Athol, Mass.

Sad Irons

Enterprise Mfg. Co. of Pa., Phila.

Sad Iron Handles

Enterprise Mfg. Co. of Pa., Phila., Pa.
Fanner Mfg. Co., Cleveland, Ohio

Sand and Emery Paper

Baeder, Adamson & Co., New York,
Philadelphia, Boston and Chicago

Sash Chains

Smith & Egge Mfg. Co., Bridgeport,
Conn.

Sash Fasteners

Champion Safety Lock Co., Geneva, O.
E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Fixtures

Smith & Egge Mfg. Co., Bridgeport,
Conn.

Sash Hangers

E. L. Watrous Mfg. Co., Des Moines, Ia.

Sash Lifts

Champion Safety Lock Co., Geneva, O.

Sash Locks

Champion Safety Lock Co., Geneva, O.
H. B. Ives Co., New Haven, Conn.

Sash Pulleys (Norris)

Frank B. Sloan & Co., Baltimore, Md.

Sausage Stuffers

Enterprise Mfg. Co. of Pa., Phila.

Saws

E. C. Atkins & Co., Indianapolis, Ind.
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
Henry Dieston & Sons, Phila., Pa.
C. E. Jennings & Co., New York

Saws, Butchers'

John Chatillon & Sons, New York

Saw Gummers

Ajax Mfg. Co., Pittsburgh, Pa.

Saw Sets

Alfred Field & Co., New York

Saw Tools

C. E. Jennings & Co., New York

Scales

American Cutlery Co., Chicago, Ill.
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago.

Scissors, Automatic

Davies Automatic Shear Co., New York

Screen Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

Screen Doors

A. J. Phillips Co., Fenton, Mich.

Screen Door Catches

Caldwell Mfg. Co., Rochester, N. Y.

Screen Door Pulls

Champion Safety Lock Co., Geneva, O.

Screwless Shears and Scissors

Davies Automatic Shear Co., New York

Screws

Robert Murray, New York

Screw Drivers

The Ducharmes Co., Shelburne Falls,
Mass.

John H. Graham & Co., New York
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia
Stanley Rule & Level Co., New York

Screw Plates

Alfred Field & Co., New York
Walworth Mfg. Co., Boston, Mass.

Screw Wrenches

Bemis & Call, Hardware & Tool Co.,
Springfield, Mass.

Scythes and Grass Hooks

Alfred Field & Co., New York
National Cutlery Co., Detroit, Mich.

Scythe Rifles

Pike Mfg. Co., Pike, N. H.

Scythe Snaths, Grass and Bush

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Scythe Stones

Geneva Tool Co., Geneva, O.
Pike Mfg. Co., Pike, N. H.

Seals

Schwerdtle Stamp Co., Bridgeport, Conn.

Seed Sowers

Cyclone Seeder Co., Urbana, Ind.

Self-Lighting Burners

Oakman Mfg. Co., New York.

Sharpening Machines

John Chatillon & Sons, New York

Sharpening Stones

Pike Mfg. Co., Pike, N. H.

Shears and Scissors

Alfred Field & Co., New York
E. Heinisch's Sons Co., Newark, N. J.
Joseph Rodgers & Sons, New York

Sheep Shearing Machines

Am. Shearer Mfg. Co., Nashua, N. H.

Ship Carpenters' Tools

L. & I. J. White Co., Buffalo, N. Y.

Shoe Shiners

Piqua Bracket Co., Piqua, Ohio

Shot Guns

Harrington & Richardson Arms & Tool Co.,
Worcester, Mass.
J. Stevens Arms & Tool Co., Chicopee
Falls, Mass.

Shovels

A. J. Phillips Co., Fenton, Mich.
Geneva Tool Co., Geneva, O.

- Skates**
Cycle Skate and Sporting Goods Co., New York, N. Y.
- Skewers**
John Chatillon & Sons, New York
- Slaw Cutters**
Enterprise Mfg. Co. of Pa., Phila.
Henry Diston Sons, & Philadelphia, Pa.
C. E. Jennings & Co., New York
- Sleds**
S. L. Allen & Co., Philadelphia, Pa.
- Snow Shovels ("Alaska")**
Avery Stamping Co., Cleveland, Ohio.
- Soapstone Foot Warmers**
Pike Mfg. Co., Pike, N. H.
- Soapstone Griddles**
Pike Mfg. Co., Pike, N. H.
- Solder**
Berger Bros. Co., Philadelphia
- Spading Forks**
Geneva Tool Co., Geneva, O.
- Speaking Tubes**
Berger Bros. Co., Philadelphia
- Special Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Spikes**
Fuller Bros. & Co., New York
- Spiral Screw Drivers**
North Bros. Mfg. Co., Phila, Pa.
- Spoke Shaves**
Alfred Field & Co., New York
Stanley Rule & Level Co., New York
- Spring Balances**
John Chatillon & Sons, New York
- Spring Hinges**
Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago
Geo. W. Nock Co., Philadelphia, Pa.
Superior Spring Hinge Co., Chicago, Ill.
- Springset Shears and Scissors**
Davies Automatic Shear Co., New York.
- Springs, Wire**
John Chatillon & Sons, New York
- Squares, Steel**
Henry Diston & Sons, Inc., Phila., Pa.
L. S. Starrett Co., Athol, Mass.
- Squares (Universal)**
The Duby & Shinn Mfg. Co., New York, N. Y.
- Stamps, Steel**
Schwerdtle Stamp Co., Bridgeport, Conn
- Staple Pullers**
Cronk & Carrier Mfg. Co., Elmira, N. Y
- Stay Rollers**
Cronk & Carrier Mfg. Co., Elmira, N. Y.
John H. Graham & Co., New York
McKinney Mfg. Co., Allegheny, Pa.
- Steamfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Harnes Tool Co., New Haven Conn.
Walworth Mfg. Co., Boston, Mass.
- Steam, Water and Gas Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Harnes Tool Co., New Haven, Conn.
Walworth Mfg. Co., Boston, Mass.
- Steel**
American Tube & Stamping Co., Bridgeport, Conn.
- Steel Dies**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Door Buttons**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Steel Hinges, Spring**
Bommer Bros., Brooklyn, N. Y.
- Steel, Hoop and Band**
Harold McCalla, Philadelphia, Pa.
- Steel Letters and Figures**
Schwerdtle Stamp Co., Bridgeport, Conn
- Steel Measuring Tapes**
Kenfel & Euser, New York
L. S. Starrett Co., Athol, Mass.
- Steel Rules**
L. S. Starrett Co., Athol, Mass.
- Stencils**
Schwerdtle Stamp Co., Bridgeport, Conn
- Step Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago, Ill.
Milbradt Mfg. Co., St. Louis, Mo.
- Stocks and Dies**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
- Stone Hooks**
Geneva Tool Co., Geneva, O.
- Stove Trimmings**
Fanner Mfg. Co., Cleveland, O.
- Strapping Belts**
Ames Sword Co., Chicopee, Mass.
- Street Hoos**
Geneva Tool Co., Geneva, O.
- Strops, Razor**
Alfred Field & Co., New York
Gem Cutlery Co., New York, N. Y.
Kampfe Bros., New York, N. Y.
- Sugar Beet Tools**
Geneva Tool Co., Geneva, O.
- Tables, Folding**
Udell Works, Indianapolis, Ind.
- Tack Pullers**
F. E. Ellis & Son, Milldale, Conn.
John H. Graham & Co., New York
- Tackle Blocks**
Boston & Lockport Block Co., Boston, Mass.
- Tailors' Shears**
R. Heinsch's Sons Co., Newark, N. J.
- Ten Cent Specialties**
Franklin Specialty Co., Reading, Pa.
- Tents**
Fond du Lac Awning & Tent Co., Fond du Lac, Wis.
- Thistle and Dock Diggers**
Geneva Tool Co., Geneva, O.
- Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tinners' and Roofers' Supplies**
Berger Bros. Co., Philadelphia
- Tinners' Snips**
R. Heinsch's Sons Co., Newark, N. J.
- Toe Calks**
Always Sharp Calk Mfg. Co., Jersey City, N. J.
- Toilet Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Tool Chests and Cabinets**
Am. Tool Chest Co., New York, N. Y.
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
- Tools**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
Geneva Tool Co., Geneva, O.
C. E. Jennings & Co., New York
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
J. Stevin Arms & Tool Co., Chicopee Falls, Mass.
Walworth Mfg. Co., Boston, Mass.
L. & I. J. White Co., Buffalo, N. Y.
- Toys, Iron**
Arcade Mfg. Co., Freeport, Ills.
- Transom Chains**
Smith & Egge Mfg. Co., Bridgeport, Conn
- Traps, Rat and Mouse**
Smith & Egge Mfg. Co., Bridgeport, Conn
- Trouser and Skirt Hanger**
Caldwell Mfg. Co., Rochester, N. Y.
- Trowels**
Henry Diston & Sons, Philadelphia
Alfred Field & Co., New York
C. E. Jennings & Co., New York
Geo. W. Nock Co., Philadelphia, Pa.
- Trucks, Store**
John Chatillon & Sons, New York
John H. Graham & Co., New York
- Trunk and Suit Case Locks**
The Yale & Towne Mfg. Co., New York.
- Tube Expanders**
Ajax Mfg. Co., Pittsburgh, Pa
- Tubes, Seamless Drawn**
American Tube & Stamping Co., Bridgeport, Conn.
- Tubing**
American Tube & Stamping Co., Bridgeport, Conn.
- Turnbuckles**
Columbus Bolt Works, Columbus, O.
- Twist Drills**
C. E. Jennings & Co., New York
- Valves, Pump**
Berger Bros. Co., Philadelphia
F. E. Myers & Bro., Ashland, Ohio
- Varnishes**
Adams & Elting Co., Chicago, Ills.
E. E. Nice, Philadelphia, Pa.
- Ventilating Sash Locks**
Champion Safety Lock Co., Geneva, O.
- Ventilators**
Berger Bros. Co., Philadelphia
- Vises**
Armstrong Mfg. Co., Bridgeport, Conn.
Alfred Field & Co., New York
John H. Graham & Co., New York
Walworth Mfg. Co., Boston, Mass.
- Wagon Jacks**
Covert Mfg. Co., Troy, N. Y.
Lane Bros. Co., Poughkeepsie, N. Y.
- Warehouse Trucks**
Geo. P. Clark Co., Windsor Locks, Conn.
- Washers, Iron and Steel**
Columbus Bolt Works, Columbus, O.
- Washing Machines**
Blackstone Mfg. Co., Jamestown, N. Y.
H. F. Brammer Mfg. Co., Davenport, Ia.
Richmond Cedar Works, Richmond, Va.
White Lily Washer Co., Davenport, Ia.
- Wash Boilers**
Atlantic Stamping Co., Rochester, N. Y.
- Wash Tubs**
Atlantic Stamping Co., Rochester, N. Y.
- Water Coolers**
Buffalo Mfg. Co., Buffalo, N. Y.
Rose Mfg. Co., New York.
- Water Filters**
Fulper Pottery Co., Flemington, N. J.
- Water Motors**
The A. Rosenberg Co., Baltimore, Md.
- Well Augers**
Iwan Bros., Streator, Ill.
- Wheelbarrows**
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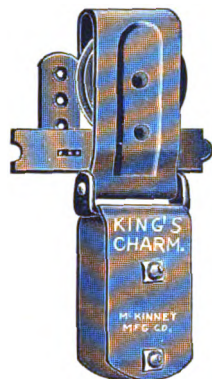
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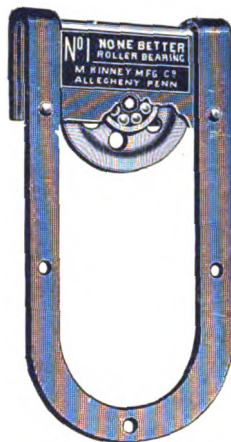
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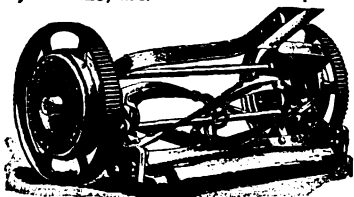
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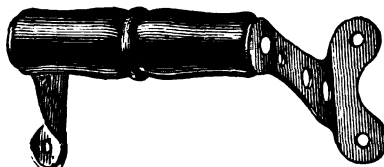
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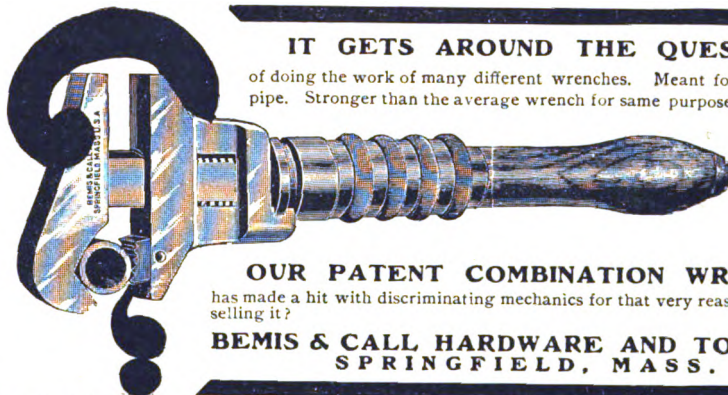
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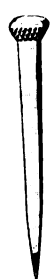
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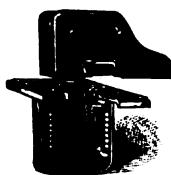
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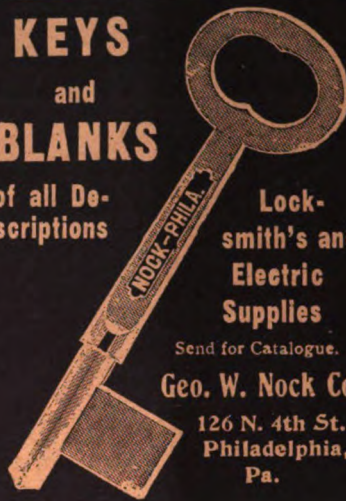
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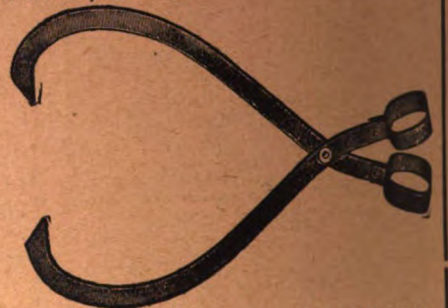
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AWNING & TENT CO.**
Fond du Lac, Wis.

F. E. MYERS & BRO., Ashland, O.



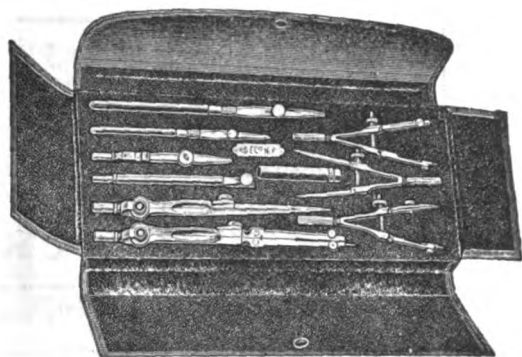
**STORE
LADDERS**

**NOISELESS.
CUSHION TIRE.**

Best and Most Com-
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Write for Descriptive
Circular and Prices.

MAFRO
Pumps, Hay Tools,
Barn Door Hangers,
&c. Largest and
Best Line in the World





Set 624 P.

KEUFFEL & ESSER CO.

127 FULTON ST., NEW YORK.

Branches: Chicago, 111 Madison St., St. Louis, 813 Locust St.
San Francisco, 40 Oak St., cor Market.

DRAWING MATERIALS SURVEYING INSTRUMENTS

PROFIT BY EXPERIENCE!

If you intend to equip your boy for college, remember that Keuffel & Esser Co. instruments and materials are still the standard of quality, as they were during your college days. We have all requisites for drawing and engineering and all our goods are warranted.

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A VAST DIFFERENCE

Between the orderly and roomy appearance of this store and many others—isn't there? It's because this store uses

Baines Shelf Brackets Adjustable or Fixed

Those other stores don't—to their own detriment.

If crowded for room try the Baines Brackets. They'll change the entire appearance of your store and make it more roomy and attractive to your customers. Catalog H for Hardwaremen tells of number of brackets required; how to install them, etc. *Send for it to-day.*

The Piqua Bracket Co.,
Piqua, Ohio.

Bottomless

chairs of the ordinary kind can be mended by anybody with Universal Chair Seats

PLUS A PAIR OF SHEARS

We make 'em—the Universal Chair Seats. They are better and cheaper than cane or leather—more durable than either.

Two kinds—square and round—both used by the largest chair manufacturers.

Enough profit in them for both of us.

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Eureka Chair Seat Co.
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Before Purchasing Consult Us



It may be of interest to you to write for an Illustrated Catalogue—as we have the most attractive and complete line in the market of

Water Coolers
Water Filters
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Table Kettles
and Stands
Coffee Extractors
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Nursery Chests

Baking Dishes
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SECURE
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Improved Quick and Easy
 Rising Steam, Electric
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ELEVATORS
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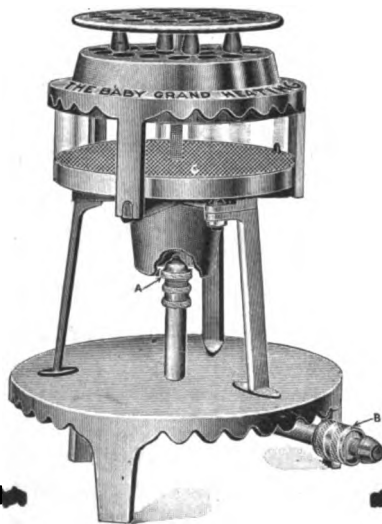
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FLY SCREENS
 Fine Goods. Reasonable Prices.
 Good Profits to Dealers. No Investment.
 Agency Outfit Free.
See A. J. Phillips Co., Fenton, Mich.
 23 Years Experience. 3/4 Acres Floors.

The AJAX SELF WITHDRAWING WOOD BORING MACHINE
 does not require a special
 auger; will bore to any
 depth; strong and dur-
 able—all important parts
 of malleable iron. Sold
 by the whole sale hard-
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AJAX MFG. CO.,
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 Manufacturers of the Ajax
 and Phillips Wood Boring
 Machines, Standard and
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 lins Self Feed and Dud-
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HEINISCH
 TAILORS' SHEARS,
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BEST IN THE WORLD
R. HEINISCH'S SONS CO.
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The Baby Grand Heating Stove

A PERFECT GAS STOVE

7 1/4 x 10 inches Visible protected flame.
 Perfect combustion. Odorless Dry heat.
 Retail, \$3.00. Sample to dealers, \$2.00.

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*Quality
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When Henry Disston was asked the
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"What do you put in your saws?"

He replied:

"Good steel and honest work."

UPON THIS FOUNDATION IS BUILT

DISSTON QUALITY



"If you want a saw it is best to get one with
 a name on it that has a reputation. A man who
 has made a reputation for his goods knows its
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Established
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The Anguish of Angling

for more and better business in Fishing Tackle is reduced to a minimum by using the right kind—the best made and best liked by discriminating sportsmen—

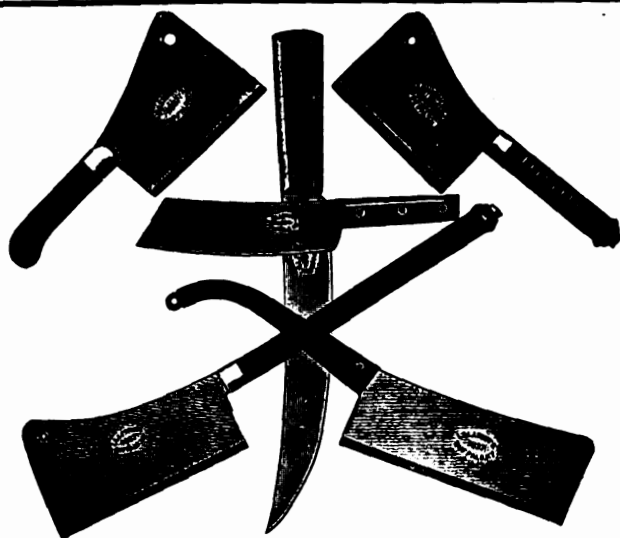
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Made by the
ENTERPRISE MFG. CO. of Akron, Ohio.

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OF SUPERIOR QUALITY

Pork, Lamb and Beef Splitters; Market and Family Cleavers; Butchers' Knives and Steels—have been made by us for nearly three-quarters of a century. They are the best that money can buy.

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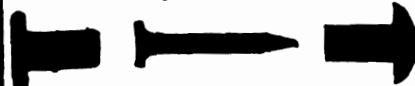
It Saves Marring, Upsetting, or Springing the Arbors; cleaning out the centres and taking off the dogs, etc., etc.

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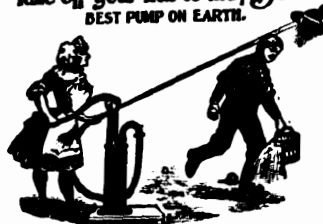
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O. O. & E. P. TOWNSEND,
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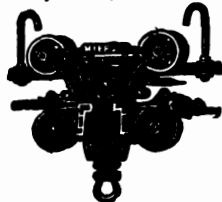
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BEST PUMP ON EARTH.



Write for prices on the most satisfactory line of Hand and Windmill Force and Lift Well Pumps, Power Pumps, Tank Pumps, and Spray Pumps, Hay Carriers, Hay Forks, Hay Rack Clamps, Stay-on Door Hangers, etc., manufactured by the largest Pump and Hay Tool Works in the World.

GLASS VALVE SEAT PUMPS HAY UNLOADING TOOLS and BARN DOOR HANGERS HAY RACK CLAMPS

Myers Hay Unloader.



Steel Track.
Aluminum Finish.

O. K. Stay-on
Door Hanger.



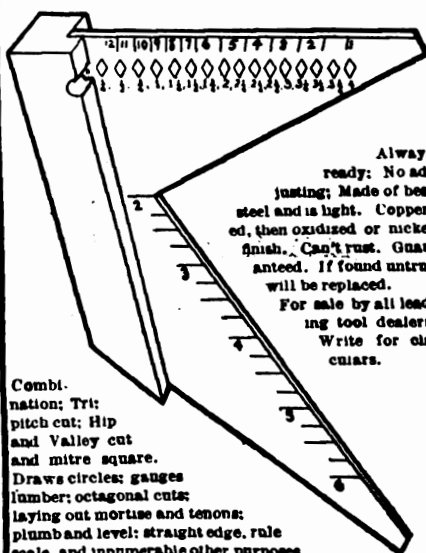
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The Imperial Rotary Washer

Has made a hit with discriminating housewives everywhere.

The reason? Plenty of 'em.

It washes more clothes in less time with less wear and tear and less work than the other kind.

Don't Forget!

Again--
Its sliding cylinder on square post insures greatest strength of any Rotary.

All Steel Roller Bearings

make it speedy and easy to run and noiseless. For that reason it's the Best Washer on the market to-day. Send for complete catalogue.

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Established 1871.



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recognizes that an advertised article is four times easier to sell than an unadvertised one.

We have appropriated this season a good many thousand dollars for advertising our products in the large papers and magazines of national reputation. You are certain to have calls for:

The Hartmann Stockade Wire Fence
The Hartmann Steel Picket Fence
The Glen Steel Folding Mat

If your stock on these goods is low just drop us a line. You can't help selling them and run no risk in stocking up.

GLEN MFG. CO.

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FOR CENTURIES THE WORLD RENOWNED HOUSE OF
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Has had neither equals nor superiors in the manufacture of

Carving Knives
and Forks, Table
Cutlery, Scissors,

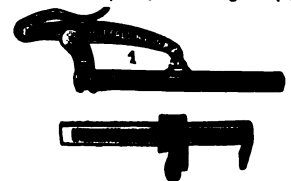


Razors, Hunting
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Pocket Cutlery, &c.

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HARDWARE SPECIALTIES

Pillow Sham Holders, Broom and Dust Pan Holders; Carpet and Rug Clamps;



Flask and Corebox Clamps, etc.
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Absolute Accuracy

Rapidity of registration, making mathematical calculations unnecessary—are the features that make our Level sell so well to discriminating mechanics. Search anywhere—you will not find its equal in the tool market.



Semi-Circular Level, Plumb and Inclinometer

Gets around the question of determining grades, foundations and excavations with greatest ease. Simple multiplication only is necessary. Easily adjusted.

Perfect satisfaction guaranteed. You would not want a quicker seller in your store. Try it.

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IF you are
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SEEDERS

that your money can buy at a profit for you, write us.

Forty Years at it. We know how to make them best. Five kinds: CYCLONE, Cyclone, Jr., Little Wonder, Chicago Steel Bow, Champion, Jr.—all quick sellers.

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WILL HOLD

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Box of 100, 15 cents.
CUSHMAN & DENISON MFG. CO.
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DON'T TAKE A CHANCE.

When you positively know--

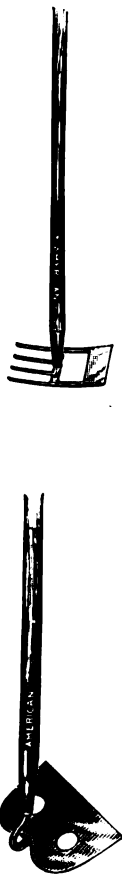
- that a certain established line of Farm and Garden hand-tools has been continuously good for years;
- that you can bank on those tools being always just as good, in truth, a little better;
- that you can get every kind of hand-tool you need;
- that you are sure to get just what you order and all that you order, with promptness;
- that the prices are always right;
- that you are going to be well looked after by the manufacturers;
- that you can always handle this same line every year, if you want it;

you have every reason in the world to hitch good and tight to that brand.
You are taking no chances when you handle one of these standard brands:

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SOLD BY LEADING HARDWARE JOBBERS EVERYWHERE

American Fork & Hoe Company
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SECURE
PROTECTION AND LONG
SERVICE BY USING OUR
ASPHALT ROOFING
SAVES REPAIRS ---
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... THE ...
WHITE ROSE
IS WITHOUT A COMPETITOR

It is actually **BALL BEARING**
and has proved the most phenom-
enal seller ever placed
upon the market.

Write Today for
EXCLUSIVE AGENCY
WHITE LILY WASHER CO.
Toledo, O. Davenport, Ia.

FRANKLIN WOVEN WIRE
STRETCHER
ALSO THE
CHARLES
WIRE STRETCHER
GATE
Send for information about the most practical Woven Wire Stretcher and the Charles Wire Stretcher Gate. Inset upon your jobber and fence manufacturer furnishing this make.
G. F. SMITH CO. Manufacturers, DE KALB ILLINOIS

New Jersey Wire Cloth Co.

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THE ROEBLING STANDARD WIRE BATHING,
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PAINTED AND GALVANIZED WINDOW SCREEN CLOTH,
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IRON, STEEL, BRASS and COPPER WIRE CLOTH.

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The axle grease that you will find most profitable to handle, is the kind that will give your customers the best service and most satisfaction.

Dixon's Graphite Axle Grease

has proved to be from 3 to 5 times as lasting as the ordinary grease. Will not gum in cold weather, nor run in hot. Try a sample order. Get free Price List 54-K.

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*We have no risk on the quality,
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Sand Papers } **Flint Paper**
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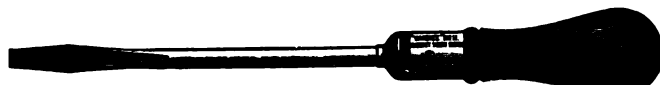
HAIR FELTS for covering Boilers, Steamers, Water Pipes, and Lining Refrigerators.

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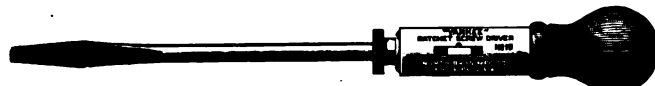
720 MARKET STREET, PHILADELPHIA
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"YANKEE" TOOLS ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING

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New York Agents, John H. Graham & Co., 113 Chambers Street, PHILADELPHIA, PA.

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Best Cutlery in the World.
Best Steel Pens in the World.
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Best Enamelled Signs in the World.
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Best Lawn Scythes and Grass Hooks.
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WAX WIRE

AN ENTIRELY NEW THING.

A simple method of making perfect Vent Holes in cores for castings. Write for particulars.

MACHINE, COIL AND HALTER CHAINS, WESTON'S DIFFERENTIAL PULLEY BLOCKS, CHESTERMAN'S MEASURING TAPES, &c., &c., &c.

Anything wanted from abroad imported to order. Exporters of Hardware and all kinds of American Products. CORRESPONDENCE SOLICITED.

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FRANK MILLER'S
CARRIAGE TOP DRESSING

Gives an Elastic, Durable Water-proof Gloss, and is positively safe to use on the finest stock.

FRANK MILLER'S
AXLE OIL.

Superior to Castor Oil; lasts longer, and will not gum.

Manufactured by
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YOU TAKE NO CHANCES

on strength, accuracy and workmanship when you buy the genuine Armstrong Stock and Dies. You are getting full value, the best in the world and fully guaranteed. ¶ You ought to have our catalogue for reference. ¶ Copies free on request.

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SECURE PROTECTION AND LONG SERVICE BY USING OUR ASPHALT ROOFING
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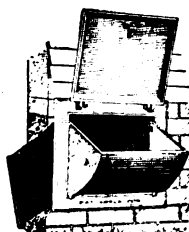
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are most artistic timepieces, ornamental as well as useful. They come in two sizes—10 inches with raised brass figures and 6 inches with painted figures, and with one day, one day with alarm and eight day movements.

Also 60 Day, Calendar, Program, Electric and Synchronized clocks.

Send for catalogue No. 586.

THE Prontiss Clock Improvement Co.
Dept. 58. 49 Day Street. N. Y. City.



The
Majestic
Coal, Wood
and Vegetable Chute

Fills a long felt want. Is burglar-proof. Saves many broken windows. Is a splendid seller. Write for prices and secure agency at once.

The Chappell Furnace Co.
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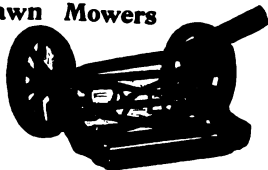
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Of Every Description
Plain and Galvanized Bars, Hoops, Bands, Angles, Channels, Tees, Etc.
Shipments from stock or mill.
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"Globe" Lawn Mowers

Our catalog tells all about them. Best mowers at any price.

GLOBE LAWN MOWER CO.
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Please Mention "HARDWARE" when writing to our advertisers Don't Forget!

The MANY-USE Oil



THE SPOUT IS IN THE CAN.

SPOUT READY FOR USE



REVERSIBLE
DROPPER
AND
SPOUT

Safe and Handy for Gunners, Carpenters and Shop Uses.

Sells at a profit of 100 to 150% to **YOU**
THIS FAMOUS OIL IS
"THE STANDARD FOR QUALITY"

5 Sizes.

- 2 oz. Bottle for home uses.
- Large Bottle for office and store.
- 4 oz. Can for guns, oil stones, hones, etc.
- ½ Gal. Can for Automobiles, Rinks, etc.
- 5 Gal. Can for Garage and Factory.

THE MANY-USE OIL CO., N. Y.
Makers.

SOLE SELLING AGENTS



2 oz. and Large Bottle

JOHN H. GRAHAM & CO.,

**CHAMBERS STREET
NEW YORK.**

118 to 122 Holborn, London, E. C., England.

11 Front St., San Francisco, Cal.

Copenhagen (Freeport).

Christchurch, New Zealand.

CHENEY BELL FACE HAMMERS

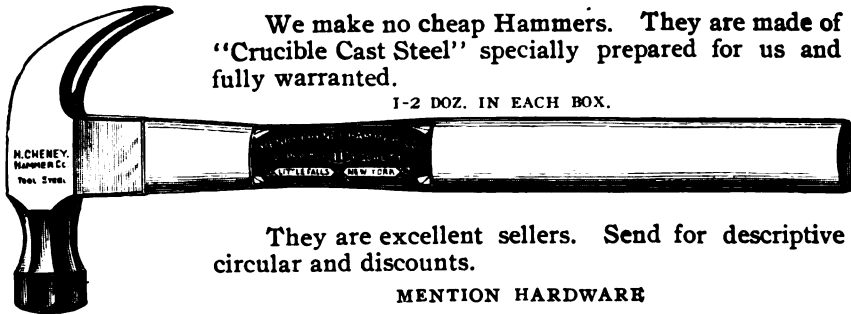
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The Best
Material

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The Best
Labor

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Square
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We make no cheap Hammers. They are made of "Crucible Cast Steel" specially prepared for us and fully warranted.

1-2 DOZ. IN EACH BOX.

They are excellent sellers. Send for descriptive circular and discounts.

MENTION HARDWARE

Our Hammers

Have an
enduring
reputation
for stubborn
endurance
in roughest
usage.

The HENRY CHENEY HAMMER CO., Little Falls, N. Y., U.S.A.

S. & S. KNIVES

WARRANTED



THEY HOLD AN EDGE — — NO HARD OR SOFT SPOTS

National Cutlery Co. DETROIT, MICH.

NOISELESSNESS

Is but one of the selling points of the "Caster That Never Refuses to Turn."

The Faultless

(with leather wheel) for all kinds of furniture and all kinds of hard-wood floors and parquetry.

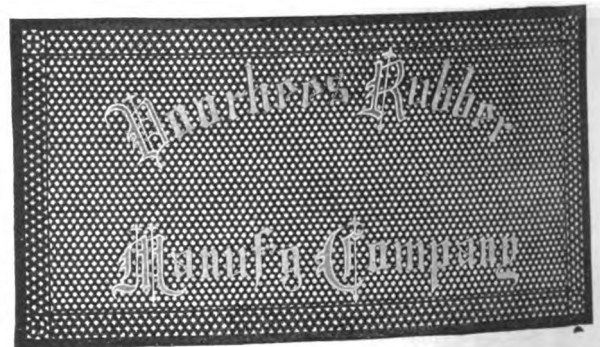
The Best Point about the "Faultless" is NOT HERE

This Faultless turning point brought us the Highest Award at the World's Fair 1904.

Need More Be Said?

Get the "Faultless" Booklet. It tells about our complete line.

THE FAULTLESS
CASTER CO.
Nebraska City, Neb.



✓ VOORHEES ✓

RUBBER MATS AND MATTING

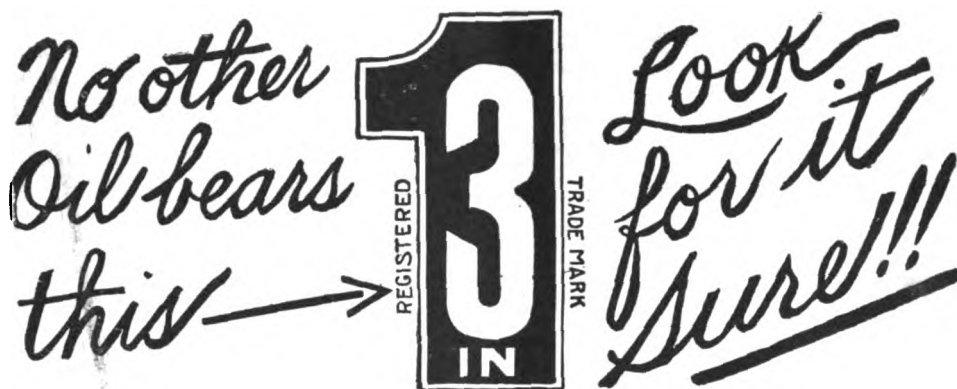
Just a trial order is all we ask of you.

It will prove our ability to make excellent goods. More than that.

You will become our steady customer.

A postal will fetch our catalogue, samples and prices.

VOORHEES RUBBER MFG. CO.
JERSEY CITY, N. J.



This trade mark is printed in RED on every label of every bottle of "3-in-One." Also on the outside of every package. Other oils dare not imitate it. They may try, in fact they do try to imitate the oil itself—but they only try. Beware of infringements and articles "said" to be "just as good." Get the real, the only "3-in-One."

SOLD BY ALL JOBBERS

G. W. COLE COMPANY, Manufacturers

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The Shear of The Year

Not How Cheap--But Quality and Durability.

You don't want the Cheapest, but **The Best**. We claim in our **Patent Adjustment Shear** to give you a Shear that has the advantage over other makes of **Quicker Adjustment** and **Longer Service**, combined with **Quality** and **Workmanship**. Requires grinding 1 to 10, that is, other Shears require grinding ten times where ours are ground once. It is not the cutting, but the bearing which dulls the shears.

The **Perfect Feature** of construction of our Shear is the method of drawing the Shear blades together **Without the use of a Screwdriver**. A turn of the milled nut tightens or loosens the blades by forcing the **Forked Head** under the head of the pin which passes through both blades. By a few turns of the milled nut the blades can be taken apart, which eliminates **All Use of the Screwdriver** for taking apart, or taking up lost motion.

Send for Circular and Trade Prices.

Kraut & Dohnal,

168 So. Clark St., Chicago, Ill.



OPEN—READY FOR USE

McKINNEY Reversible Ironing Board

FOLDED—WHEN NOT IN USE

A Novel Invention for Ironing Shirt Waists, Children's Clothing, etc. Ideal for Sleeves. It is one of the most useful and attractive boards ever offered. Sells on sight and where shown has always been pronounced to be one of the best sellers.

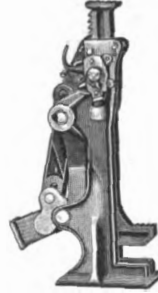
Send for Prices and Trade Discounts. Every live House Furnishing Goods Dealer can make money and attract customers by handling the

McKinney Reversible Ironing Board

Tyrone Ironing Board Co.,
TYRONE, PA.

DON'T PASS ME BY

FOR I AM WORTH LOOKING AFTER.



You are in business for profit. So am I. Why can't we help each other? I am the

BARTH-WEILER LIFTING JACK

Who are you? If you'll write to the address given below my folks will tell you more about me. Hardware dealers all over the country are making money selling me. Please write my folks.

J. BARTH MFG. CO., Milwaukee, Wis.

No Better Time
No Better Place Even

TO BUY

FISHING TACKLE

Send for Free Catalogue

CLARK-HORROCKS CO.,
Utica, N. Y.

"BLACK HAWK" CORN SHELTER



Is recognized as the Standard of Excellence as a hand corn sheller.

Capacity 8 to 14 bushels ear corn per hour.

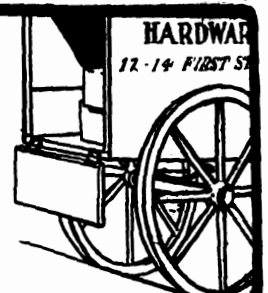
Takes off every grain—throws out every cob.

Made of Malleable Iron; will last a lifetime.

Clamps to any barrel or box.

Beware of Imitations.

A. H. PATCH
Clarksville, Tenn., U. S. A.



GET BUSY

That is the one secret of success in the Hardware trade. The rapid sales and quick turning over of capital that

A Line of Arcade Goods

will produce is a revelation to Hardware dealers, and there is a reason for it. Consumers know the excellent quality that the name Arcade signifies. They know that it stands for the highest satisfaction and greatest efficiency that their money can buy. It is this knowledge that makes them demand Arcade Goods when they are in need of any of the 800 articles we manufacture.

To prove their unquestionable merit to any doubting dealer we will send a sample of any article desired.

We show on this page four articles that are money-makers for the dealer.

THE CRYSTAL COFFEE MILL with glass hopper and tumbler. This is the most perfect mill made and with it the most discriminating customers may be interested. Its superior advantages are appreciated on sight.

You can satisfy every requirement of your trade with one of the sixty different styles of wood, glass and metal mills which we manufacture.

THE FAMOUS GEM

is known to housekeepers everywhere as the one dependable mop head. It is made of the best steel and equipped with the latest improved spring adjustment. It is a most durable, saleable and profitable article.

Write for Our Latest Catalog

ARCADE MANUFACTURING CO.

Freeport, Ill.

HERMAN KORNAHRENS, Representative, 111 Murray St., New York.



The Crystal Coffee Mill



The Gem Mop Head.



The Jewel Coffee Mill



The Right Space Spice Cabinet

"A Happy Combination"

Excelsior Carpet Stretcher and Tack Hammer Combined.

Simple in construction and easy in operation. Stretches carpet easily and evenly. Saves time—temper—labor. Folds compactly when not used. An excellent seller. Send for prices.

RICHARD W. MONTROSS,

Galien, Michigan.

REGISTERS

All cast warm air Registers, neat in design and of superior finish. Are interchangeable with all first-class makes. Remember we do not belong to the Association. Are in a position to quote lowest prices and can give Prompt delivery.

Our Own Foundry! Unlimited Capacity!
Write for catalogue and discounts.

STANDARD REGISTER CO., Cleveland, Ohio

Register Department, Standard Foundry & Mfg. Co.

Shall We Confine Our Sales To You?

If you wish to have the exclusive sale for the Royal Blue Washer in your town, write us at once.

We sell this first class washer to only one dealer in a town. Do you want the *sole* agency or shall your competitor reap the benefit of it?

We are going to help every local agency sell machines.

Write us today about the agency for your town. A postal will do. Address

H. F. BRAMMER MFG. CO.,

1466 W. 2nd ST.,

DAVENPORT, IOWA.



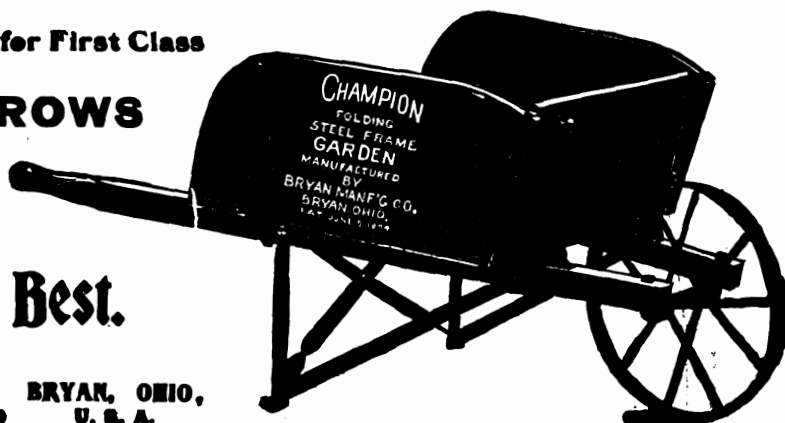
**If you're Looking for First Class
UP-TO-DATE BARROWS**

ORDER THE . . .

**Champions, the
World's Best.**

All Kinds of Wood and
Steel Barrows.

**THE BRYAN MFG. CO., BRYAN, OHIO,
U. S. A.**



The Smith & Egge Mfg. Co., BRIDGEPORT, CONN.

Manufacturers of . . .

Sash Chains

3 3 3

"Giant," "Red Metal"
• • Cable and Jack
Chains..

Our Chains are being constantly imitated in appearance, but no one has succeeded in equaling them in wearing qualities. You will find them in use in the finest buildings. :: :: ::

No. 4Q.

New York Agent: J. J. Halpin, 62 Reade Street.
Philadelphia Agent: W. E. Trull, 13 N. Sixth Street.
Chicago Agent: H. H. Munger, 142 Lake Street.
St. Louis Agents: The Seidel Mfg. Co., Chemical Bldg.

THIS CAN

HAS A

CLOCK SPRING STEEL BOTTOM

of extreme durability and springiness. The CYLINDER is of DOUBLE THICKNESS around the lower edge, and is drawn seamless from extra heavy "Swedish" Steel,

Beautifully Finished. It readily commends itself to all AGRICULTURAL and HARDWARE DEALERS on account of its Elegance, Durability and Cheapness.

Special Price on Large Orders from the Jobbing Trade.

**THE AMERICAN TUBE
& STAMPING CO.,**

SUCCESSORS TO
The Wilmot & Hobbs Mfg. Co.,
BRIDGEPORT,
CONN.



CENTER PUNCH

No. 18-A

AUTOMATIC ADJUSTABLE - STROKE

No hammer needed—a downward pressure of the hand on the cap releases the striking block and makes the impression.

By turning the cap the force of the stroke is adjusted, and light or heavy indentations may be made as desired.

A handsome tool, simply and strongly made.

Send for Catalogue No. 17 T of
Fine Mechanical Tools.

The L. S. Starrett Co.
Athol, Mass., U. S. A.



ONE-HALF THE COST

and more—is saved by any mechanic buying the Nettleton Reversible Nipper.

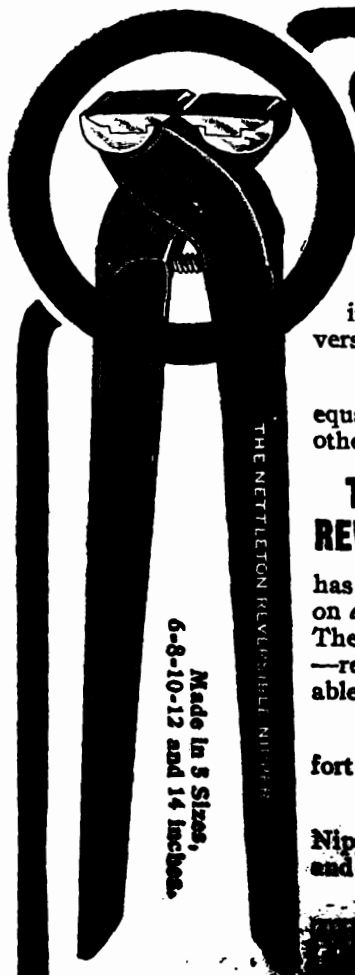
Each "Nettleton" is equal to two nippers of any other make, for

THE NETTLETON REVERSIBLE NIPPER

has two fine cutting edges on each blade. Better still: The Nettleton is adjustable—reversible—interchangeable.

Costs you half the effort to sell it.

Talk to the
Nipper man
and with him



Office and Sales
Address

HARDWARE

The United States Steel Corporation has sent out an order to its employes forbidding any officer or employe of any company owned or controlled by the steel corporation, under pain of instant dismissal, to accept any present, whether it be for Christmas, a wedding, a birthday or any other pretext, coming from any person or corporation doing business with subsidiary companies of the corporation or the corporation itself. Officers and employes are forbidden to accept stock in any such concern as a reward for services rendered, or to be rendered, and the ownership of such stock will have to be satisfactorily explained to the directors.

James L. Robertson & Sons, Inc., and Eureka Packing Co., sales department, announce their removal from 204 Fulton Street to 48 Warren Street, New York. Their trade literature may be had upon request by any who are interested.

The demand from Canada for the "Reliance" Mop Wringers has grown to such an extent that the company is now arranging to have them manufactured in that country. There have been a great many mop wringers on the market, but the success that the Lee Company is meeting with the "Reliance" is a pretty good indication that their wringer "makes good" as they state in their advertisement.

Vice-President E. P. Stoughton of the Millers Falls Company, and manager of the New York house, has returned from his extended European trip September 4th. Mr. Stoughton accompanied by his daughter left New York June 30th last, taking the time necessary to visit Great Britain and the more important places on the Continent. He reports business in Europe generally as being pretty good.

J. STEVENS ARMS & TOOL CO.

ADVERTISING CONTEST FOR ONE HUNDRED PRIZES.

J. Stevens Arms & Tool Company, Chicopee Falls, Mass., have under way an advertising contest which they inaugurated to stimulate the local advertising of the dealers who handle their Rifles, Shot Guns and Pistols to any extent. The contest began August 15th and will reach a termination on November 15th. They propose awarding to the contestants who are successful 100 prizes that will aggregate \$1,000 worth of Stevens Arms. The first prize will consist of ten of the company's No. 350 double-barrel guns valued at \$25 each, or \$250 in all. Ten prizes, each of which will consist of ten guns, rifles or pistols will be awarded and delivered free of all cost to the winners of the prizes. These prizes will be given for the first best advertisements to appear in the dealers' local papers during the time specified above. In making comparisons for excellence, the advertisement will be judged on its own merits; for the strength of copy; the cogent reasons and originality of the arguments why Stevens Arms should be purchased by the consumer or why the dealer sells them and can recommend them, and secondly, the typographical appearance and effective manner of text and its eye-catching qualities in general. Each advertisement submitted will be judged by the matter referring to the Stevens Arms and accessories although the incidental mention of other sporting goods will be permitted. A Stevens Favorite Rifle No. 17 will be adjudged as a prize for each compositor setting up the winning advertisements.

Full particulars of the conditions that govern this contest can be obtained by dealers desirous of participating, on application to the company.

THE WORK A HOME DOLLAR DOES.

An interesting experiment was tried in a small town of the East. A dollar was tagged and on the tag was the request to note to whom it was paid and for what. In a few hours it had passed through the hands of a grocer, a butcher, a collector, a bookstore man, a Hardware merchant and a preacher. In a few days it had paid over \$100 worth of debts. The idea was to show that a dollar spent at home does good to many each day and that its actual monetary value is not its full measure of good in a community. Spent with a catalogue house, it leaves the home town and does no more good there.

THE OHIO SOCIETY.

The Grafton Press announces for immediate issue "A History of the Ohio Society of New York, 1885-1905," by James H. Kennedy. While presenting the annals of a social club, the volume will also give sidelights on American history and the doings of such men as Grant, Sherman, McKinley, and others. The appendix will contain addresses delivered before the society. The illustrations will include portraits, facsimiles of documents, memorials, programmes, &c.

ADIRONDACK MURRAY MEMORIAL ASSOCIATION.

The Adirondack Murray Memorial Association has been formed to perpetuate the memory of Mr. Murray, to erect a suitable monument at his burial place, to preserve the homestead at Guilford, to assist in the education of his daughters and to promote the sale of his books. The trustees of the association are W. H. Merrill of the Boston *Herald*, Col. A. A. Pope, of Hartford, Rev. Dwight L. Hillis of Brooklyn, Edw. Griswold and C. H. Scholey of Guilford, Conn.; M. J. Hapgood of Peru, Vt.; James H. Cutler of Washington, D. C.; Harry V. Radford of *Woods and Waters*, and M. F. Westover of Schenectady, N. Y. Mr. Griswold is president, Mr. Hapgood, treasurer, and Mr. Westover, secretary. Membership is permanent, without annual dues. The payment of \$2. makes one a regular member, \$5 a special member, and \$25, or any larger sum the person may be disposed to give, a patron. Every friend and admirer of the great evangelist of outdoor life is invited to send his name to the treasurer, or other officer of the association, together with the sum necessary to admit him to the class membership desired.

A HANDSOME BACKGROUND.

A London retailer recently fixed up his window, covering all the woodwork at the back, the floor and the iron pillars, with red burlap. The result was a rich, wholesale background for the merchandise. When the burlap became stained and unattractive, he changed it for another shade. Sometimes, for a change, he took crepe paper and put it over the burlap, tacking it in place with brass tacks. He cut the paper in widths of about ten inches or a foot and in laying it overlapped the edges, which he pulled out somewhat, in order to impart a fullness or sort of ruffle. Around the iron pillars he wound the paper in spirals. The effect was attractive and inexpensive. When the crepe paper faded or became soiled he took it off, and the burlap which was underneath served its purpose again.

ORGANIZATION TO DEFEAT PARCELS POST.

An organization has been made in New York, under the name of the Merchants' League of America, the object of which is to conduct a systematic campaign against parcels post and other legislation deemed favorable to the catalogue and mail order houses. The movement has only just started, but several thousand letters have been sent out to merchants in different parts of the country calling their attention to the menace of such legislation, and urging co-operation in an effort to crush it when presented at the next session of Congress, taking early advantage of the opportunity afforded by the November elections to put candidates on record in regard to the measure. Frank A. Selah is president of the League, and E. S. Luther secretary. From the secretary it is learned that Hardware merchants have quite freely shown a disposition to support the movement, and he has received much assistance from the officers of various Hardware associations.

DAIRY MACHINERY IN SOUTH AFRICA.

Consul Albert Halstead, of Birmingham, sends a clipping from the South African Hardware Chronicle in regard to dairy machinery in that country.

The opening for dairy machinery in South Africa now and in the near future is and will be immense, for the great pastoral possibilities existing in all the colonies are, it is stated, on the eve of more effectual working than they ever have been, owing to the favorable influences—Governmental, economic and climatic—now prevalent. The co-operative movement which the Cape Government is setting on foot is one among several influences stimulative in a high degree to this industry and other agricultural pursuits.

Consul Halstead adds: The manufacturers of dairy machinery who are most enterprising in preparing for the pastoral development of South Africa should be able to obtain a market that will continue to grow in value.

HARDWARE

DEVOTED TO THE AMERICAN HARDWARE TRADE

PUBLISHED ON THE 10th AND 25th OF EACH MONTH BY
HARDWARE PUBLISHING CO.
 309 BROADWAY, NEW YORK

SUBSCRIPTION \$1.00 PER YEAR. TO FOREIGN COUNTRIES \$2 50

| | | | | |
|------------------|---|---|---|-------------------------|
| L. E. MACINTYRE, | - | - | - | President. |
| A. P. MITCHELL, | - | - | - | Secretary and Treasurer |
| <hr/> | | | | |
| HENRY HOPKINS, | - | - | - | Editor. |
| J. W. PENTZ, | - | - | - | Advertising Manager. |

SEPTEMBER 25, 1906

Editorial Trade Review

We have had the longest spell of Summer weather that it seems we have ever known and felt. It certainly enabled the dealer to get rid of his Summer stocks, and left little to carry over. There is apparently another year just like it to come, and we will bid it welcome hoping it will be as propitious. The prices obtained for this year's crops will affect in a favorable manner the trade of next year.

The consuming demand for goods in this country is unprecedented, and as wages advance and extra remuneration is paid in succeeding years, the host of good things that are within reach of the humble mechanic makes him independent of his environment. And the farmer, how is it with him? For years the money lenders throve on his impoverished conditions, as crop after crop failed him; but now king of the situation, his crops are highly productive; prices heard from are of the record order and acreage planted of the highest limit. He has in the vernacular "money to burn," and is in the market for any improvement that will increase his crops or augment his resources.

Inability of the manufacturer to deliver goods on his orders is daily becoming a congested fact. Famine in the car line accounts for some of it, which is getting worse instead of better. The jobbers are embarrassed very much, as among the orders received, under such conditions, are many of them "rush" orders, which according to precedent and example should be filled the same day as received. And a non-receipt by the dealer causes loss of the sale, in favor of the man who was wise enough to stock up early.

A community of interest between dealers makes purchases easy, becoming more easy as organization increases; as we all become better acquainted we grow more friendly and confident, and the exasperating competition that cuts the profit to nothing is no longer abroad in the land. It's the personally knowing your competitor that makes you feel less aggressive, and the traces of a commercial anger become exceedingly faint.

Honorable intentions and feelings to match are gradually increasing in the land as the ancient era of a "hundred per cent." profit finds a new level. The lessened profit as a ratio to cost swells sales by a natural channel in an indefinite manner, and we are all reaping the benefit of these changed views.

Even the immigrant fleeing from a country, where

saving money is made difficult by a system of low wages, brings to America his limited sum, which in the aggregate amounts to millions.

Advances continue to be the feature of the trade, although they are not excessive, they are more or less frequent. Builders' Hardware has been among the most difficult of all products to obtain, and the number of orders small and large is remarkable. This has again become advanced and the trade is becoming restless. What's the use of the manufacturer getting his order book so crowded with orders that he cannot see the end of them, and then advancing the price, when he knows that he cannot deliver for months? It is better that the manufacturer does not show any signs of cupidity these days. If the cost is really higher temporarily, a mark up may be advisable if trade is good, but there's an old fable about "killing the goose" that lays auriferous eggs, that is recalled in the transaction.

USING THE TRADE PAPER.

When a man can truthfully say that his trade paper is not giving him several times the value of his money he is either taking the wrong paper or else he is the wrong individual, and the chances are very much in favor of the latter being the case. Trade periodicals are to be had in every line so ably edited that the old law of the "survival of the fittest" must soon retire from the field any that fail in offering some plausible excuse for their existence and that do not make good their excuses. There are degrees of excellence and some publications are better adapted to the special conditions of certain people than others. The aim of each business man should be to select as his bosom counsellor, not the one that Smith tells him is the best, but the one that hits his own ideas of business with the most force.

Once having made the selection of a trade publication there is as wide a field for good auxiliaries as circumstances can make profitable; still, we should select one for our particular planet, the one that has shown up the best record of value in the past, and let the others revolve around that as satellites. The business policy of any intelligent man who reads to any purpose is influenced a great deal by his favorite paper. Usually his favorite will be the one that is in the closest harmony with his ideals and to follow it is to strengthen and centralize the main ideal. A definite purpose, a special aim, a policy that means something to the business head and that is a part of his life the same as his religion is, should have for its chief cabinet adviser some one periodical with its one policy and not be permitted to drift aimlessly about among the waves of various editorial opinions. Let the other publications serve as balance-wheels, hint-bringers, thought-suggesters; but elect one to the place of policy-builder and then do not change your master mechanic without good reasons any more than you would change the head carpenter in your building operations.

It is a pretty theory to assert that you select the good impartially from all sources and allow your policy to be influenced by none. The man who can do that has a very strong mind or else a very stubborn one and is rare, though he has a good many distant relatives who think they can do it. In any event there is a great deal of energy wasted in resisting the policy of your advisers constantly; better to select one in harmony with your own purpose and then be strengthened by the alliance.

The subscription price of any good trade paper is of course an insignificant matter to any good business man. Any of them give full value during the year for the small amount of money they cost. Once having subscribed it is a first business principle to see that they do pay. The true test of the paper's value is in the answer to the question "can I afford the time to read it." If the time it requires is time well spent, there can be no further question as to whether it pays him or not. But is it? Are the suggestions that impress you of the kind that you at once put into force in your own business and thereby increase its efficiency or do they merely come to you as clever ideas for the other fellow but not exactly adapted to your own conditions? No man has time to read much about how those differently located should run their business if he gets no suggestions from it that he can adopt or adapt to his own. If all of the ideas offered him are for some other line of business than his own he is reading the wrong magazine. If he simply fails to make use of what should be useful to him he is the wrong man. Some Hardwaremen

will obtain more real practical good out of a sample copy of a grocers' journal or a shoe dealers' magazine than another will get out of the best Hardware publication in a whole year, but the difference in the men is sure to show in a good many other parts of their business. The trade paper should be read for the thoughts that are received, suggested and acted upon and not for the enjoyment found in the reading.

The superlative degree in the high quality of our modern trade publications may have rendered some of us less appreciative than we should be and less reciprocative for favors received. How easy it is for the business man who has received value from his favorite trade journal to several times the price he paid for it, to return a small measure of the gratuitous aid he has been given by mentioning his favorite with a kindly word to his fellow-tradesmen occasionally. Or, when the jobber's representative or the manufacturer's agent drops in for a talk about new goods, is it more than the payment of a just debt of gratitude to remark that "I saw your line described in So-and-So last week?" It may mean a good deal in the future of your chosen adviser to send that agent back to his house with the remark that "So-and-So is all right for our line. I had it thrown in my face a dozen times a day." Then how easy it is when writing to advertisers to add, "I saw your advertisement in So-and-So." It sets you well with advertisers too, for most of them like to know just where their ad. is paying them and appreciate little helps like that even if they never tell you so.

The up-to-date, fair-minded business man selects his favorite journal, his policy-former, as he does his vocation, deliberately and with an idea of continuance; he changes it only for good cause, and not because a change happens to be suggested by the whim of an hour. He adds to it such other periodicals as he can take time to glean for thought suggestions, short cuts, window displays, advertising, whatever he has an active interest in doing well. He remembers that the supply of these is legion, that he can only use a limited number, and when he has enough, though still with an eye ever alert for something better, prefers to put those he has into use rather than spend too much of his life in hunting for something that he vaguely dreams of but never quite finds. In other words, he uses the best he has at hand and doesn't just sit reading because he hasn't found something better. He appreciates the good commercial value that his paper gives him and tries to reciprocate in a measure by a timely kind word in the right place. And, most of all, when he does not happen to grasp the usual amount of value from one issue, he is wise enough to see that he is probably not in a receptive mood and that the paper is less to blame than he.

A CAMPAIGN SUGGESTION.

Don't allow yourself to be drawn into political discussions during business hours, even though you know your own political views to be in complete harmony with those of your customer. In the first place, in this era of independent voting, you don't really know. More important still, you do not know what other customer may come in and surprise the conversation at a point where it will be particularly offensive to him. This ought to be enough but there are even weightier reasons.

In the heat of a campaign it is impossible to tell where a political talk between friends will stop; what points will become involved; what other men will be drawn into the controversy. If all are in harmony and the talk enjoyable to the participants (it seldom is to a by-stander), there is ever after more freedom among those who took a part in renewing it in your store at some future time, either among themselves or with others to whom it may not be so agreeable. Perhaps even a little mission work will be attempted upon members of the opposite party; in any event, your place of business gets a reputation as a sort of loafing ground for the politicians of your favorite party and members of the opposing faith are somewhat prone to stay away.

It is a great deal easier to get rid of this condition without offending some of your friends and political brethren by not commencing it and the easiest way to prevent its commencing is to throw about it an air of inappropriateness through the entire absence of such discussions by yourself or any of your employees. Even though an ill-mannered person enter your place of business and indulge in most exasperating partisanship it is better to ignore him entirely if possible; if not, then let the rebuke be for disrespectful remarks against any possible choice of the people rather than in defense of your own particular candidate. Base your objections to his remarks on principles of Christian fellowship rather than of political faith. Speak freely, frankly and somewhat fully along that line, striving, before your own flow of talk is interrupted, to have turned the channel of comment to something less sulphurous and more refining than mere partisanship. The chances are that you may be able to relieve a serious

situation without giving offense to anyone, even to the person rebuked. At the worst you will have retained your own self respect and, if you have chosen your words wisely, the respect of those who overhear you. Your outraged political beliefs will be avenged and your place of business gain in reputation as one where business hours are kept on a high plane into which political brawls are not admitted.

HOW TO INTEREST A WOMAN IN PAINT.

"The best way to clean house is to paint," is a timely motto containing more of fact than of fiction. Paint is a great renovator, not simply brightening up, but literally making clean. Further, it is a little recognized insecticide, destroying both egg and adult; and those unfortunate in getting into apartments infested with vermin will find it a more satisfactory remedy than carbon bisulphide.

Convince a woman on one or two of these points, and you have an interested listener. Few women who have never substituted the paint brush for the scrub brush are aware that they can do the most of their own painting and varnishing. With prepared paint and a few simple directions regarding care and selection of brushes, which the dealer should be prepared to throw in, creditable work is not beyond the reach of the most inexperienced. But the successful salesman should familiarize himself with the common problems of the housewife, anticipating her needs and showing a cordial interest. He should know what colors harmonize—for the color cards are not fully satisfying to the novice; how to prepare sizing for the kitchen wall if it is not hard finished plaster; to warn her against using anything but iron paint on tin. These and other "kinks" will be appreciated and prove profitable on both sides; for the real homemaker delights in using her own hands in every possible way in beautifying her home, and the newly acquired manual skill will find two ways to use paint where one was found before.

THE MAN WHO SELLS.

BY GEORGE A. POST.

What means this prosperity? Sales. Sales necessitate transportation. Transportation calls for power and vehicles. The results are felt in every part of the country. Sales light the furnace fires, blacken the sky with smoke, set machinery in motion, quicken the demands for labor, and spread the smile of plenty over the face of the land.

He who sells things is the apostle of happiness; he is the bulwark of prosperity; he fills the hotels; he crowds the trains and he loads the freight cars with goods. The man who sells things is the best friend of everybody. He makes the people believe they need it; he is patient, tactful, broad-gauged, generous, good natured and tireless; for him no whistle blows to sound the end of his daily toil; for him there are but few peaceful evenings at his home fireside; for him it is hustle, hustle, hustle; he travels up and down the highways; he seeks audience with and tells his tale to men of varying titles; he runs the gauntlet of every conceivable degree of importance from the president to the office boy.

All honor to the man who sells things. Let us call him the commercial engineer. When he is not abroad in the land there is "nothing doing." His appearance foretells commercial activity and just in proportion as he succeeds, the tide of prosperity ebbs and flows. The man who brusquely turns him down, or who affects to be bored by his presence, or who bars him from his office, does an injustice to the interests confided to his care, and also robs himself of a large amount of information that he needs in his business.

DEATH OF MRS. E. W. MORLEY.

Mrs. Edward W. Morley, wife of the vice-president of Morley Bros., died September 8 at the family home, 1330 South Jefferson Avenue, Saginaw, Mich.. She had been seriously ill most of the Summer, but within a few days had shown encouraging improvement, so that her death, which came suddenly of heart failure, was quite unexpected. At the time noted, while sitting up in her bed, she gasped and passed peacefully away at a breath. Helen Frances Kelley was born at Lowell, Mass., in 1850; she was the daughter of Mr. and Mrs. Jacob Kelley. She was married to Edward W. Morley at Chicago, October 8, 1871, and had lived in Saginaw twenty-two years. Five children, four sons and one daughter, survive: Albert J. and Walter K., of Aberdeen, Wash.; Ralph C. of Saginaw, Mrs. C. H. Glaize of Chicago and Paul F. H. of Saginaw. There are four grandchildren.

HOW TO SELL GOODS IN BRAZIL.

Mr. W. J. Johnston, publisher of the AMERICAN EXPORTER, New York, who last summer made a trip to the Orient as a member of Secretary Taft's party, to study commercial conditions and the opportunities for the sale of American goods in Japan, the Philippines and China, is spending the present Summer in South America, visiting the principal countries at the same time as Secretary Root, so as to take advantage of the increased interest in American manufactures aroused by the tour of our Secretary of State.

Mr. Johnston has this to say regarding Brazil:

Rio de Janeiro, Brazil, Aug. 1st, 1906.

There is undoubtedly a large market in Brazil for manufactured articles from the United States—machinery, Hardware, novelties, agricultural implements, automobiles and other vehicles, typewriters, shoes, textiles, drugs and proprietary medicines, food preparations and beverages, perfumes, paints, oils and varnishes, furniture, roofing, clocks and watches, steam and electrical specialties and the like.

Manufacturers of such articles are probably more interested in some practical suggestions as to how they can market their products in Brazil than in an essay treating of the general commercial situation.

To begin with, the fact should be borne in mind that the conditions all favor a large trade between the United States and Brazil. The United States is Brazil's best market, taking more than half of her entire exports. We admit free of duty her coffee (to the extent in 1905 of \$64,136,008) her Indian rubber (\$28,476,252,) her cacao (\$1,238,859,) her hides and skins (\$2,364,207 free besides \$507,936 dutiable) her manganese ore and oxide of manganese (\$990,044,) making with other articles a total for 1905 free of duty of \$97,966,274.

It will thus readily be seen how seriously the prosperity of Brazil would be affected were we, for example, to impose even a small tax upon her coffee.

The important special concessions recently made by Brazil in favor of certain lines of American goods and the answer which Brazil has made to other countries, which objected to the preferential arrangement with us, and which claimed equal privileges (under the favored nations' clause in their treaties) demonstrated that the statesmen of Brazil appreciate the situation. They frankly point out to these other countries that the commercial relations existing between the United States and Brazil are unique and that this is the reason why the special advantage is given to the United States.

It is considered not unlikely that rebates will be made from time to time on other lines of American manufactures; in fact American exporters may be able to secure additional concessions if they will only present the matter forcefully before the State Department. Secretary Root takes more than the ordinary patriotic interest in the extension of American foreign trade. He is now personally known to and highly esteemed by Brazilian officials. Never before have the Brazilians received a foreigner with such marked attention. A request later from the State Department is likely to receive careful consideration. If American manufacturers do not get further tariff advantages in Brazil, the fault will be entirely their own.

The merchants of Brazil complain that while their customers demand and they are anxious to handle American goods, they are handicapped by the fact that the manufacturers of the United States insist on spot cash payments while they themselves can only sell their goods by giving their customers extended credit. True, they get liberal interest—usually twelve per cent. but as German and British manufacturers make no objection to giving credit, American manufacturers certainly lose many orders by not following the practice of other nations in this respect. Even where a Brazilian is able to pay cash, he resents as a personal slight, insistence upon prompt payments. The Brazilian prides himself upon keeping his financial obligations and comparatively little is lost in bad debts.

Manufacturers of the United States who are in a position to grant credits and who wish to do something approaching the maximum business open to them in South America may find on investigation that the risk involved is less than they have imagined. In nine cases out of ten when I ask a merchant what American manufacturers should do to increase their volume of trade in Brazil the matter of credits is what he mentions first.

Dealers complain too, that while the first letter they receive from an American manufacturer usually gives promise of opening up satisfactory business relations, the second one, in answer to their inquiry for prices and terms is so full of restrictions and apparent lack of confidence in their commercial honesty that hope of inaugurating a business connection vanishes.

Germans are doing much of the business in Brazil that was formerly carried on by British manufacturers. This is due, primarily, to the fact that the German salesmen is particularly well equipped in business training, languages and adaptability to secure the confidence of the Brazilians, and secondly, to the fact that the German houses will modify their goods to meet the special Brazilian requirements. At the same time, German goods are not well thought of in Brazil and where the proper effort is made American goods will always sell in preference to German goods even at a considerable higher price. For example, nine-tenths of all the electrical machinery in Brazil is American.

The head of the leading department store in Rio de Janeiro told me that it was only after several years of effort that they succeeded in getting an American shoe manufacturer to make shoes in the way they wanted them. Now they are selling hundreds of thousand of pairs of his shoes. They formerly sold only English shoes. They are so well pleased with their success in shoes that they have asked me to put them in touch with American manufacturers in other lines.

A partner of one of the most prominent of the retail houses on the principal shopping street—the Rua Ouvidor—showed me some food products from the United States made by one of the best of our manufacturers, which had spoiled on account of the damp climate. He said the goods sold splendidly but as they are packed in paste board boxes instead of in tin, only a part of each shipment is fit to use. The reputation of the food as well as of the merchant suffers in consequence. The merchant wrote to the manufacturer offering the pay additional expense of having the food put up in tin boxes but received the reply that the manufacturer did not care to make any change in the packing. Possibly this company is wondering why its sales are not increasing in Rio.

The German manufacturer through his salesman studies conditions in each country. For instance, I met here the representative of a German manufacturer of a high grade of patent leather. I learned from him that his concern sends experts not only to Brazil but to India, Australia, etc., and that it makes a special patent leather for each country, adapted to the particular climatic conditions of that country.

Another German salesman told me that certain of his goods he never attempts to sell in the larger cities and certain others he disposes of altogether in the cities. The sale of some goods he confines to certain cities and he makes up lines of samples for particular houses. While he usually remains out here for more than a year, there are certain times when he is away from Brazil for a considerable period. To keep in touch with his customers, however, he prepares lines of samples for each concern with whom he does business.

In case he cannot call upon a particular customer when that customer is making his purchases, he sends him the samples and writes him. This salesman pays a small commission to agents in each of the cities in which he does business. This is to secure their co-operation in closing orders—though he himself solicits the business personally—and their assistance afterward in connection with the delivery of goods, making collections, etc. He has made gradual but radical changes in the discounts to commission houses. The present discount is but one-fifth what was formerly paid. He says, however, that the reduction in discounts has had no appreciable effect on the sales made through commission houses. In other words, his own efforts combined with advertising, create a demand for the goods, part of which is filled through commission houses and for that reason thinks that a nominal discount will bring him practically as much business from commission houses as would a large discount.

It is found in practice that in South America the best results are obtained from a salesman who is paid a liberal salary with a small commission on sales. The salesman is depended upon to determine the line of credit in each case. In some instances a part of any losses from bad debts is deducted from his commissions. A man who is trusted with an important territory so far from his home office may be relied upon to be exceedingly conservative in granting credits.

W. J. JOHNSTON.

MEADOW KING HAY CARRIER.

The J. E. Porter Company, Ottawa, Ill., refers with pride to the substantial favor which its "Meadow King" Hay Carrier has met at the hands of the trade. The unique feature of this carrier is that the supporting dogs catch and hold the sheave or wheel of the fork pulley, thereby allowing the greatest range of adjustment with absolutely no friction on the supporting dogs, as the adjustment is obtained by the swinging of the pulley frame on the axle, while the sheave is perfectly motionless when in the carrier.

CHANGE IN CLASSIFICATION OF IMPORTS AND EXPORTS

The Bureau of Statistics of the Department of Commerce and Labor has modified its classification of imports and exports, with the purpose of presenting an analysis more in keeping with present conditions of production and commerce than those formerly utilized.

The old classification of exports into the great groups, Products of agriculture; Manufactures; Mines; Forests; and Fisheries, was adopted thirty-six years ago, when the United States was chiefly a producer and exporter of natural products, the exports of manufacturers at that time being but about one-tenth as to-day. The old classification of imports was adopted twenty years ago, when the classes of articles forming the bulk of the imports also differed materially from those of to-day.

These two old classifications of imports and exports differed so widely that they were not comparable one with the other in attempts to analyze the general trade movements into and out of the country. Meanwhile the principal European nations have adopted classifications adjusted to present conditions of trade and differing materially from those utilized in the United States, and thus rendering difficult a comparison of our trade figures by great groups with those of the leading European countries. Still another and equally important reason for readjusting the old grouping is the fact that the census classification of manufactures includes under that term many articles not classed as manufactures by the Bureau of Statistics, thus rendering difficult a comparison, under the old classification, of the export figures of manufactures with the census figures of production. By the new classification, however, such comparison is entirely practicable.

The new classification, which is applied to both imports and exports, is as follows:

- A.—*Foodstuffs in a natural state, and food animals.*
- B.—*Foodstuffs partly or wholly prepared.*
- C.—*Crude materials for use in manufacturing.*
- D.—*Manufactures for further use in manufacturing.*
- E.—*Manufactures ready for consumption.*
- F.—*Miscellaneous.*

The principal articles forming the first group, "Foodstuffs in a natural state, and food animals," are wheat, corn, rice and other food grains; animals, except horses and mules; coffee, tea, and cacao in natural state; eggs; fruits in natural state; fresh fish; vegetables and spices in the natural state.

The principal articles forming the second group, "Foodstuffs partly or wholly prepared," are flour, meal and preparations for table food; fish prepared or canned; fruits dried, preserved, or canned; meats and dairy products; olive and cotton-seed oil intended for food; wines, liquors, and distilled spirits; sugar and molasses; canned or preserved vegetables.

The principal articles forming the third group, "Crude materials for use in manufacturing," are raw cotton, wool, and fibers; copper ore, matte, and regulus; coal; chemicals in a crude state; mineral oil, crude; cotton seed and flaxseed; leaf tobacco; logs, pulp wood, and cabinet wood.

The principal articles forming the class "Manufactures for further use in manufacturing" are copper in pigs, bars, and ingots; chemicals prepared for use in manufacturing; tin in pigs or blocks; yarns; iron in pigs, billets, blooms, bars, ingots sheets, tin plates, and wire rods; diamonds cut but not set; naval stores; paraffin; leather; sawed and hewn timber, lumber, and wood pulp.

The principal articles included in the group "Manufactures ready for consumption" are agricultural implements; books; cars and carriages; clocks and watches; manufactures of cotton, wool, silk, and fibers; clothing; glass; glassware and chinaware; manufactures of iron, steel, brass, copper, zinc and lead, ready for use; jewelry; boots, shoes and gloves; refined mineral oil, vegetable oils except those used for food, animal oils; paper and manufactures thereof; soap, manufactures of tobacco; furniture; and other finished manufactures.

The principal articles forming the group "Miscellaneous" are horses and mules, nursery stock, and seeds for agricultural purposes.

In the import classification the old group "Articles of voluntary use, luxuries, etc.," disappears, most of the articles formerly contained in that group being transferred to the group "Manufactures ready for consumption," except diamonds, which are

transferred to the groups "Crude materials for use in manufacturing" or "Manufactures for use in manufacturing," according to the condition in which they are imported, and leaf tobacco, which is transferred to the group "Crude materials for use in manufacturing."

In the export classification the articles included in the old group "Products of agriculture," are chiefly transferred to the groups "Foodstuffs in a natural state" and "Foodstuffs partly or wholly prepared," except raw cotton, wool, fibers, and hides and skins, and unmanufactured tobacco, which are transferred to the group "Crude materials for use in manufacturing." The articles formerly grouped as "Products of the mines and forests" are chiefly transferred to the group "Crude materials for use in manufacturing," except lumber and naval stores, which are placed in the group "Manufactures for further use in manufacturing." Articles formerly grouped as "Products of the fisheries" are transferred to the "Foodstuffs" groups. The articles formerly grouped as "Manufactures" are divided into two groups, "Manufactures for further use in manufacturing" and "Manufactures ready for consumption."

This new grouping of imports and exports presents (a) a more complete analysis of the foreign commerce of the United States than that formerly utilized, (b) renders comparable the figures of imports and exports, (c) renders comparable our own commerce by large groups with that of the principal European countries, and (d) renders comparable the figures of the Bureau of Statistics and those of the Bureau of the Census, so far as relates to the production and exportation of manufactures.

The groups "Manufactures for further use in manufacturing" and "Manufactures ready for consumption," include practically all articles formerly classed as manufactures, and if to these be added the group "Foodstuffs partly or wholly prepared" the total will show the exportation of practically all articles classed by the census as manufactures.

A statement of the export value of all articles formerly grouped as products of agriculture will still be published by the Bureau of Statistics in connection with the new classification, for the convenience of those desiring to continue the old grouping of agricultural exports in their study of the export trade.

This new grouping, it should be understood, makes no change in the list of articles appearing in the Monthly Summary or annual volume, but merely rearranges them into new groups.

A comparison of the totals under the new grouping with those under the old grouping has been made for the seven months ending with July, 1905. The new import groups, "Foodstuffs in a natural state" and "Foodstuffs partly or wholly prepared," aggregate 165 million dollars against 153 millions in the old group, "Articles of food and live animals," the increase being due chiefly to the transfer of wines and liquors to this class. The new group, "Crude materials for use in manufacturing," totals 246 million dollars against 244 millions in the old group, "Articles in a crude condition, which enter into the various processes of domestic industry." The new groups, "Manufactures for further use in manufacturing" and "Manufactures ready for consumption," aggregated 259 million dollars against 277 millions in the three old groups, "Articles wholly or partially prepared for use in manufacturing," "Articles manufactured ready for consumption," and "Articles of voluntary use, luxuries, etc.," the reduction being due chiefly to the transfer of diamonds and leaf tobacco from the "luxuries" class to the classes composed of manufacturers' materials, and wines and liquors to the "Foodstuffs" group.

The change is more apparent in the export classification, especially as relates to the old group, "Products of agriculture." The articles of the old agricultural group, which aggregated 433 million dollars in the period named, now appear in the groups, "Foodstuffs in the natural state," 19 million dollars, and "Foodstuffs partly or wholly prepared," 166 million dollars, while the remaining 188 millions (consisting chiefly of raw cotton, cotton seed, and leaf tobacco,) form the chief part of the group, "Crude materials for use in manufacturing," which aggregates 216 million dollars. The old group, "Manufactures," which aggregated 325 million dollars in the period named, is represented by the two new groups, "Manufactures for further use in manufacturing," 122 millions, and "Manufactures ready for consumption," 244 millions, the increase of 40 millions in the two new groups of "Manufactures" being chiefly due to the transfer to

those classes of lumber, naval stores, and furs.

The new grouping will be used in the Monthly Summary of Commerce and Finance beginning with July, with comparative figures under the new system for the immediately preceding year, and the summarizations of earlier years will also be re-adjusted to the new system so as to render them comparable with the figures of the present fiscal year when completed.

An application of this classification to the domestic exports of the year covered by the recent census of manufactures (1904) shows the exportation of articles classed by the census as manufactures as \$852,204,398, or 5.76 per cent. of the \$14,802,147,087 reported by the census as the value of manufactures in that year, this total of \$852,204,398 being obtained by combining the three groups, "Manufactures ready for consumption," \$375,924,687, "Manufactures for further use in manufacturing," \$193,799,852, and "Foodstuffs partly or wholly prepared," \$282,479,859.

THE INDEX AND STOCK CARD SYSTEM.

By B. A. CHAMBEAU.

Every retail store should be indexed, very carefully and thoroughly. There are several reasons why this should be done. One is that it preserves that admirable condition expressed by "A place for everything, and everything in its place." It also helps to keep the stock up, preventing the "just out" condition. It helps to keep tab on the rapidity with which any certain stock moves. It preserves a record of prices, frequently settling disputes and often saving money on buying. The hardest part about keeping a card index system is the installing. Afterward it is easy, requiring only care. But even the installation is not so hard if properly gone about, the time devoted to it being slack hours.

The card index system is much preferable to the book index system, for several reasons. It is more convenient to install, for it is more elastic. It is more complete in its efficacy, as it permits of the filing of a great deal of data that could not be cared for by the book system. It is neater, and easier to refer to. It is cheaper in the end, because it will outlast a book system, the latter having to be renewed as soon as one department becomes cramped for room, or as soon as the pages are worn out. With the cards, there is no limit to the size to which it may be stretched, if desired, and the wearing out of a card means only to replace it with a new one. Besides, with the book system, old entries are liable to be scratched off, indeed, that is the only way to dispose of them, while with the card system, cards for stock that is out of date and cards that are too full for further additions may be filed in "defunct" or transfer drawers, where they are easily accessible.

The cards should be four by six inches in size, filed in drawers. Different colors may be used for different departments or classes of stock.

The cards should be ruled, both vertically and horizontally, both front and back. No card should be devoted to more than one article.

One side of the card should carry, at the top and left hand side, the name of the article. On the left hand side should be placed, in the first column, under the title, the amount in stock on the date the card was filed, entering the date in the second column. Then, thereafter, whenever a new supply arrives, put down the amount, date, name of firm from whom it was purchased, price, discount allowed, price it is to sell for, and, whenever the selling price changes, date of change; condition it came in, whether good or bad. With some articles this last entry is not necessary.

The reverse side of the card should carry at the top the name of the article and its location in the store and in the storeroom. The lower three-fourths may be used as a continuation of the front side.

It is not necessary to have a column for every entry to be made. The date of the change in selling price, for instance, may be noted in the same column with the price only in another color of ink. Same with the condition of arrival when the condition is bad, a cross may be placed just above the price, or somewhere else where it is not liable to escape attention.

It is easy to see the importance of this system as far as it is used to denote location of the stock. Many a merchant has forgotten stock piled away in remote corners and is ordering new. It saves time and money. The buying record it affords is highly valuable in buying, for from it you may get a line on the last prices you paid, whether the goods are moving rapidly or not, and, in fact, the complete information without which you can not buy to the best advantage for yourself.

The stock and index card system is also of great value in taking an inventory; often shortening that work by several days. And all this cost only a little time in installing, and after that not

so much time as you would waste for the lack of it if you didn't have it; and, from ten dollars up, according to the size of index needed.

Never throw a card away. This is important, for you do not know when you will want to refer back to it. Cards should be filed in a transfer drawer as soon as they are filled, and the same should be done with cards of articles no longer in stock. In the case of filled cards, the new or, "live" card in the working case should bear a mark showing that a preceding card has been filed in the "defunct" drawer.

Never, not in a single instance, should the system be neglected once it is installed. A card should be made for everything in stock. Every purchase should be entered. No system is of value unless properly carried out. Do not trust to memory; put it on the card.

Of course, in denoting the location of stock, the store will have to be divided into compartments and each given a designated number or letter. The best method in most cases is to give each show case a double letter, like AA, BB, CC, and so on. The shelf compartments may be lettered and the shelves numbered. Drawers may be treated in the same manner. Then, after this is done, it is easy to tell, when the card says a certain article is at "G3" that it is in compartment G, shelf 3, or, if it says that it is in "S. R. G. 8," that means that it is in the store-room, in compartment G, shelf 8. The method is very simple.

With this method should be a record on each shelf, wherever such a record would be of assistance, giving a list of the articles belonging on the shelf. This may be placed back out of the customer's sight. It is very convenient in preventing any article from being out of stock, and by its use any person who can read is capable of stocking up the shelves. In the case of drawers, the articles they are supposed to contain may be written on the sides.

IMPORTANT PHASES OF THE RETAILER'S BUSINESS.

In conducting his business from one year's end to another, the sporting goods dealer must take into account the elemental principles upon which all trade is based—he must keep a strict tabulation of all expenditures, must know exactly at the year's end what his receipts have been, and thus be enabled to arrive at his percentage of profit. Perfect business methods says the *Sporting Goods Dealer* consists in keeping these different transactions or items on a money-making plane. That is, when a certain bill of goods is bought, it should be sold at a figure to allow a certain profit; when a salesman is employed, the proprietor naturally expects him to bring back into the cash box the amount of his salary, and some more; if advertising is carried in the daily paper elsewhere, a full return for money expended is looked for. These various returns often do not come up to expectations, for one cause or another, and this marks the degrees of success attained by different merchants. Now there is one phase of the sporting goods dealer's business that he is apt to be careless about and therefore not realize a full return on the expenditure—that is the display window. The cost of maintaining this exhibit is a just charge to the wage account, exactly as is the salary of a clerk or salesman. Without windows the rent would be much less, so there is every reason for giving special attention to making it a business-bringing feature. The show windows may be considered an employe, and an expensive one. The time of an assistant to dress the window, the cost of working tools and paraphernalia are some of the expenses that may be charged against it. The question remains, does the window sell enough goods to warrant this expense? With the aid of counter books the dealer can keep track of the work of his salesmen and determine what returns they are bringing. In the case of the show window this is not so easy. More time and continued experimenting is necessary to investigate the business brought into the house by the outside exhibit.

The proprietor expects his salesmen to be constantly bright, pleasing and wide-awake; he should make his display window the same. There are unlimited possibilities open to the dealer who considers the window dressing proposition in a serious light. By a careful record of the sales of each class of sporting goods during a specified period, and comparing one with the other, bearing in mind when and how the different goods were featured in display, he can form a very satisfactory estimate of the benefits being obtained from this method of publicity. As has been stated time and time again, the display window is probably the dealer's best business getter. Unlike the salesmen and other employees, the window may be asked to work day and night, and there are no holidays or vacations to be considered. But again, unlike good employees, the window needs constant looking after and shaking up. It is apt to get slovenly and out-of-date unless proper attention is bestowed upon it. Its success, therefore, rests with the dealer himself. It is up to him.

WONDERFUL DEVELOPMENT OF THE FAR NORTHWEST

VAST RESOURCES IS CREATING A GREAT ACTIVITY IN BUILDING OPERATIONS.

Explain it as you may, the fact remains true that the people of the far Northwest are in a most remarkably prosperous condition. Business is in a better and more healthy state to-day than it ever has been. On every side are the evidences of prosperity of the people. Many new modern up-to-date buildings are rapidly taking the place of old structures in the rapidly growing cities of Spokane, Seattle, Tacoma and Portland. New towns are coming into existence in every part of the great States of Washington and Oregon. The higher prices of lumber and the unprecedented demand has produced an activity never before known in the lumber business. Many new mines are being developed; irrigation is bringing large tracts of formerly barren or marsh land into splendidly paying farms, and everywhere is seen the happy smile of prosperity. All wholesale merchants and retail dealers are being benefited by the general good times; but none more than the Hardwaremen.

SPOKANE PROSPERITY.

The building that is taking place to-day in Spokane, Wash., is the best evidence of this city's great future. All the Hardware dealers here report a fine business and greater sales than in 1905.

The big store of McGowan Bros., which was partially destroyed by fire in the Spring, was re-opened September 1st and is a model in many ways. New fixtures and shelving of the latest design add much to the attractive appearance of the new store. The success of McGowan Bros. has been most remarkable. This concern began business in a comparatively small way about ten years ago, doing a local retail trade. The business was a success from the start, and has grown each year, until to-day the firm travel four men and cover the trade of Northern Idaho and Oregon and Eastern Washington. With true Western enterprise and a zeal seldom seen, McGowan Bros. were open and ready for business the next day after their fire, having worked all night in opening an office in their warehouse—with telephones and all conveniences—on Howard Street and the Northern Pacific Railroad tracks. Here all Summer an active trade has been maintained, and as soon as an insurance adjustment was made, the damaged stock from their store was sold. McGowan Bros. now open the new store with a new and complete stock.

Another Spokane concern to enlarge is the Holly-Mason Hardware Co., who are now erecting a large four-story building for the exclusive use of their wholesale trade.

A new concern in the Hardware trade, but one of Spokane's old successful firms, is the Ware Bros. Co., formally the exclusively sporting goods house of Ware Bros. Moving into a larger and finer store Ware Bros. have added a stock of general Hardware, making a special bid for the trade in cutlery and tools. Mr. Ware said that the adding of Hardware and their change in location was helping the sporting goods business, that since moving they had done a larger trade than ever before. Ware Bros. Co. do an extensive business in tents and awnings, having a most complete workshop on their second floor.

One of Spokane's old concerns and successful both in retail and jobbing of Hardware is Jensen-King-Byrd Co., who are now well settled in their new store which was built especially for their business. In speaking of local conditions Mr. Jensen said "Our wholesale trade is constantly growing, the development in mining and in agriculture is doing much to create good business through Eastern Washington. Our city of Spokane is growing rapidly and during the past year there has been a lot of new building." The store of Jensen-King-Byrd Co. is well arranged and goods are attractively displayed, especially in the sporting goods department which is in charge of "Hi" Hervey, one of the best posted sporting goods men of the Northwest.

The Spokane Hardware Co. have attractive window displays and have recently put in a stock of sporting goods, having consolidated with Rapp & Lloyd, bicycle and sporting goods dealers here.

GREAT GROWTH IN SEATTLE.

Those people were called foolish who, twenty-five years ago, said that in 1906, Seattle would be a mighty city with commerce extending to all parts of the world. But what seemed only wild visions a few years ago, is to-day a reality, and Seattle in many ways is one of the best business centres of the West. The Hard-

ware jobbers have kept pace with the city's growth, and the new building now occupied by the Seattle Hardware Co. is a model in every way. Upon moving into their new warehouse, the Seattle Hardware Co. retired from the retail business and now devote their entire energy to their rapidly increasing jobbing trade. A very large and varied stock is carried, the concern doing an extensive trade in Alaska as well as all up and down the Pacific Coast.

A new concern closely allied to the Hardware business is the Seattle Sporting Goods Co. Although only having been in business a few months the Seattle Sporting Goods Co. control a large and rapidly growing business. The president of the concern, Fred S. Clewley, is a man of rare personality and while only having lived in Seattle five years, has surrounded himself with an ever increasing circle of friends. Mr. Clewley was for some time manager of the sporting goods department of the largest Hardware house of the far Northwest and thoroughly understands local conditions and trade requirements of the Northwest. Two salesmen now represent the Seattle Sporting Goods Co. on the road and are looking closely after the gun and rifle business and the trade in athletic goods. Kindred lines, such as cutlery, are being added, and specialties in the Hardware line. The retail store of the Seattle Sporting Goods Co. is one of the finest stores on the Pacific Coast.

The Schwabacher Hardware Co. have recently moved into their new six-story modern warehouse and with improved and more up-to-date ways of handling their business are now in still better shape to take care of their fast growing trade. This concern have discontinued the retailing of Hardware and are devoting their entire energy to the wholesale business.

An air of prosperity about the store of the Whiton Hardware Co. spoke well for the business of this concern. Attractive windows are used to good advantage to display goods. A special feature of the business of the Whiton Hardware Co. is the mill supply and tool trade, which is followed up closely. During the past twelve months there has been great activity in real estate here in Seattle and a large amount of building. Values and rents are rapidly increasing.

A new wholesale concern was recently organized with George Boole as president and general manager. The Western Hardware & Metal Co., which concern are now carrying as large a stock as will be found in the Northwest, of iron and steel and heavy Hardware. A large business is being done in mining and mill supplies. Mr. Boole who has been for many years in the Seattle trade said that business was in splendid condition and the outlook never better for Seattle trade.

TACOMA TRADE ACTIVE.

The prosperity of the Puget Sound country is being reflected in the business activity of Tacoma. Many new buildings are being erected and rented as rapidly as completed. The Henry Mohr Hardware Co. are handling about all the business possible from their large store and warehouse, doing both a wholesale and retail trade.

The Washington Hardware Co., one of Tacoma's old established concerns, located at 928 Pacific Avenue, has passed into new hands. Mr. Knatvold, the new owner, said that Fall trade was opening well, and that the outlook was very good. A very complete line of builders' Hardware and house furnishing goods is carried by the Washington Hardware Co.

A very large sporting goods business is carried on by the Kimball Gun Store, Inc., of Tacoma. Howard A. Steele, who is vice-president and secretary of the corporation, in referring to general trade conditions, said: "The building of new railroads here in the Far Northwest is opening up a large new fishing and hunting country. The development of the great natural resources of the great States of Oregon and Washington are bringing in a vast number of people. These are the causes, which bring the result—good business in our line."

PORTLAND'S PROSPERITY.

Some people say that it is the effect of the Exposition last year that has produced Portland's prosperity, that many visitors last season to the Northwest have made investments or have become permanent residents of the Pacific slope. Whatever has been the cause, the results are nevertheless most manifest, and prosperity rules in Portland to-day as never before in the history of the city. Fine big office buildings of modern steel and concrete

construction, are rapidly replacing older and less attractive structures. All the railroads are carrying in and from Portland more freight than ever before. A visit to the big warehouse of the Marshall-Wells Co. is proof positive that the Hardware jobbers are getting full benefit of the growth and prosperity of the country.

The Honeyman Hardware Co. have already started the big addition to their store. This will increase their floor space about two fold, and give the Honeyman Hardware Co. much needed room. The retail store of the Honeyman's is undoubtedly the finest retail Hardware store on the Pacific Coast. Special attention is given to window displays which are exceedingly attractive. The store is well lighted and stock well displayed.

"The Hardware Shop" is the style of a new concern recently opened at 305 Washington Street, being a partnership of W. F. Backus and J. C. Morris. Both members of the firm are practical Hardwaremen. The location of the store is good, and Backus & Morris's thorough knowledge of the business backed by their endeavor to please, and courtesy to customers is bound to bring success to "The Hardware Shop."

Another new concern is the Portland Cutlery Co. at 92 Sixth Street, where a complete line of Solingen, Germany, high-grade cutlery is carried.

The past ten years has witnessed great growth and marvelous development here in the far Northwest, but with two and possibly three new trans-continental railroads, there is little doubt but that the next ten years will see even greater progress and even more rapid growth than in the past. HAMMERNAIL.

WEST VIRGINIA RETAIL HARDWARE ASSOCIATION.

The first meeting of the West Virginia Retail Hardware Association was held in the Board of Trade rooms of the city of Wheeling on September 5 and 6, with an excellent attendance of the merchants of the State. This meeting was the outgrowth of informal conferences held within the past few months when temporary officers were chosen and steps taken looking to the formation of an organization of the retail merchants of the State. It was a very successful and satisfactory meeting.

The convention was called to order at 1.30 P. M. by the temporary president, F. R. Clelland of Fairmont. The other officers representing the temporary organization, J. H. Krepps of Morgantown, and J. H. Morgan of Morgantown, the secretary and treasurer respectively, were also present. Immediately after the opening of the convention T. B. Fry, of Keyser, made a motion that the temporary organization be made permanent. This motion was carried by the unanimous vote of the convention.

R. R. Williams, of New York, Hardware Editor of *The Iron Age*, then addressed the convention, speaking on the advantages of such an organization to the retail Hardware trade, and referring to some of the important trade questions which present themselves for consideration. Mr. Williams was followed by Sharon E. Jones, of Richmond, Ind., representing the National Retail Hardware Association. His speech, which touched upon business methods, the advantages of organization, and the work of the National Association, was listened to with appreciation and aroused much enthusiasm. Addresses touching upon practical questions were also made by C. S. Davis of Oakland, Md., and Louis Heiner of Wheeling.

At the opening session much progress was made in the work of organization, including the adoption of the constitution and the settlement of questions in regard to the work of the association. A number of details in connection with the organization, appointment of committees, adoption of resolutions, etc., received attention. The earnest and practical way in which the business was transacted and the work of the organization taken hold of promised well for the success of the movement.

In proceeding to the adoption of the constitution and by-laws for the government of the organization the convention reviewed the constitutions and by-laws of several of the States and decided to make that of Indiana the basis for West Virginia, with such changes and additions as would render it adapted to the new association. After some discussion it was decided that the organization be named the West Virginia Retail Hardware Association, that the membership fee be fixed at \$5.00 per annum, that the association have two vice-presidents, and that the regular annual meeting be held on the second Tuesday in February.

OFFICERS.

The following are the officers of the association for the present year:

PRESIDENT: F. R. Clelland, Fairmont.

VICE-PRESIDENTS: C. D. Kyle, Wellsburg; C. P. Moore, Ravenswood.

SECRETARY: J. H. Krepps, Morgantown.

TREASURER: J. H. Morgan, Morgantown.

COMMITTEES.

The president appointed the following committees:

EXECUTIVE: H. C. Kalbitzer, Wheeling; T. B. Fry, Keyser; C. P. Moore, Ravenswood; president and secretary, *ex-officio*.

AUDITING: A. J. Hess, Mannington; Lawrence Hoge, Wheeling; C. S. Davis, Oakland, Md.

RESOLUTIONS: T. B. Fry, Keyser; C. R. Wolf, Cameron; T. S. Sadler, Pt. Marion, Pa.

THE ATLANTIC CITY CONVENTIONS.

The National Hardware Association and the American Hardware Manufacturers' Association have chosen Atlantic City as the place at which they will again hold their respective conventions, which this year will be held at the early date of October 17th, 18th and 19th. The headquarters selected being at the Marlborough-Blenheim, one of the finest hotels in the country. The conventions will be held simultaneously and it is believed that a railroad rate of a fare and a third will be provided for by the several passenger associations under the certificate plan as heretofore.

The programme has been formulated by the Manufacturers' Association and a suggestion of it is given herewith.

TUESDAY, OCTOBER 16TH, 3.00 P. M.

Meeting of the Executive Committee of the A. H. M. A.

WEDNESDAY, OCTOBER 17TH, 2.30 P. M. (Executive Session.)

Roll Call.

President's Address.

Minutes of the last meeting.

Report of the Secretary-Treasurer.

Report of the Executive Committee.

Report of the Membership Committee.

Communications.

Unfinished Business.

New Business.

Announcement of the Nominating Committee by the President.

FRIDAY, OCTOBER 19TH, 10.00 A. M. (Executive Session.)

Reports of Committees and Discussions.

Communications.

Unfinished Business.

New Business.

Election of Officers.

Adjournment.

FRIDAY, OCTOBER 19TH, 3.00 P. M.

Meeting of the Executive Committee of the A. H. M. A.

It is seen the Manufacturers will have only two Executive Sessions—one on Wednesday afternoon and another on Friday morning at the latter will be held the election of officers for the ensuing year. As the work of the convention has to quite an extent been discussed and digested through the several standing committees, it is anticipated that after their endorsement has been made there will be a good deal of business covered in a brief period.

The Executive Committee of the Manufacturers' Association recommends to the members, who contemplate giving out souvenirs, to confine the distribution of them to the hour of five to six p. m. of each day of the conventions, so as to avoid interfering with the sessions devoted to business.

Celluloid recognition badges will be distributed as usual, and F. L. Mitchell, Secretary-Treasurer, 309 Broadway, New York, requests early advices, not later than October 6th, from those who desire badges for the occasion. These badges will display on celluloid, the name of the wearer, and the name and address of the company represented. Badges of similar design, but giving simply name and address, will be prepared for the ladies.

THE NATIONAL HARDWARE ASSOCIATION.

The programme of the National Hardware Association has not yet been settled, the definite arrangements not having been completed sufficiently to finish it.

The annual banquet, which will, as usual, be a prominent feature, will be given on Friday evening, October 19th. The guests will embrace a number of speakers of National reputation, among which will be Hon. E. C. Stokes, Governor of New Jersey, and the Hon. John E. Watson, Member of Congress, from Indiana. It is proposed on Thursday evening to give a card party, presided over by Mrs. George W. Trout, of Chicago, who on a previous occasion made a brilliant success of a similar affair. She will be assisted by a committee of ladies.

A convention of dealers in tin plates and metals has been called for Tuesday, October 16th, to consider a number of subjects of special importance. The invitations are extended to a number of dealers, who are not necessarily members of the National Association, in order to have uniform action of the work in hand. The meeting, however, will be held under the auspices of the Association.

RECENT TRADE PUBLICATIONS.

C. SIDNEY SHEPARD & Co., proprietors of the Buffalo Stamping Works, Buffalo, N. Y. Catalogue No. 67. The catalogue is divided into sections, Section No. 1 being devoted to Kitchen Specialties; Section No. 2 to Deep Stamped Ware; Section No. 3 to Shallow Stamped Ware; Section No. 4 to Tinsmiths' Trimmings; Section No. 5 to Pieced Tinware; Section No. 6 to "Ideal" Anti-Rusting Tinware; Section No. 7 to Japanned Ware; Section No. 8 to Black and Galvanized Sheet Steel Ware; Section No. 9 to Coal Vases; Section No. 10 to Copper Ware; Section No. 11 to Milk Cans, Creamery Pails and Trimmings; Section No. 12 to Oil Tanks; Section No. 13 to Ice Cream Freezers; Section No. 14 to Enameled Ware; Section No. 15 to Tin Plates, Black and Galvanized Sheets and Metals; Section No. 16 to Tinsmiths' Supplies, Miscellaneous Housefurnishing Goods; Section No. 17 to Tinsmiths' Tools and Machines; Section No. 18 to Spice Cans and Caddies, Tin Cans, Tin Boxes, etc. Views are given of their large factories in Buffalo, one of which is devoted to the manufacture of Tinware and the other to Enameled Ware, etc.; and of their offices in New York, Chicago, St. Louis, Buffalo, Kansas City, Seattle, Denver and San Francisco. The catalogue is bound in stiff covers and will be found a very complete one.

NORVELL-SHAPLEIGH HARDWARE Co., St. Louis, Mo., have recently issued their Fall catalogue, in which, as they state, they "have endeavored in a practical way to help the retail Hardware merchant meet Catalogue House competition by giving him a large line of goods at very low prices. With these goods, he is in a position to advertise and bring customers to his store." They call particular attention to the front part of the catalogue which contains many pertinent suggestions to the retail dealer under the heading "Just A Little Plain Talk." Included in the contents of the catalogue will be found a full line of Heating Stoves, Base Burners, Ranges, Cook Stoves, Oil Stoves, Stove Pipe and Fittings, Stove Boards, Fire Sets, Andirons, Fire Screens, Stove Polish and Enamel, Hollow Ware, Roasters and Bakers, Blue and White Diamond, Dixie, Hollander Mottled and Royal Enameled Ware, Nickel Plated Copper Ware, Chafing Dishes, Bread Makers, Pieced and Stamped Tinware, Tea and Crumb Trays, Japanned Ware, Galvanized Ware, Oil Cans, Clothes Wringers, Washing Machines, Sad Irons, Kraut Cutters, Churns, Step Ladders, Ice Cream Freezers, etc., etc. Every utensil that is necessary for the household will be found described and illustrated in its pages, and the dealer should not fail to write for a copy.

JAMES B. CLOW & SONS, Chicago, New York and Havana. Hand Book for Steam and Hot Water Heating Contractors. The company say: "We have compiled this handbook with a view of placing at your disposal as varied and complete information as possible to aid you in figuring on your heating work. This book contains our full line of steam and hot water boilers, namely: Volunteer, Monarch, All Right, Safety, Triumphs; also Radiators, Gas Appliances, Tools of all kinds, and useful information. Our immense works at Newcomerstown, Ohio, and our large plant and warehouses in Chicago make it possible for us to insure prompt shipments of all orders." Net prices are given throughout. Illustrations are also given of Marble Radiator Tops and Saddles, as well as Cast Iron Fittings, Hook Plates, Pipe Hangers and Thimbles, Ceiling Plates, Brass Valves, Registers and Ventilators, etc., etc. It will be found a very useful and instructive book to those interested in Steam and Hot Water Heating.

PENN SHEAR Co., Reading, Pa.; New York office in charge of D. P. Harris, 48 Warren Street. Catalogue of Sheep, Mule and Horse Shears, Grass Shears, Hedge Shears, Border Shears and Lawn Shears. In regard to the tempering of their Shears, the company say: "We have adopted the 'Razor tempering process' which has been so long and so successfully used by the leading manufacturers of razors, in which we employ the always accurate thermometer as a scientific aid to the single, individual judgment, thereby assuring uniform and perfect temper in our entire product and enabling us to consistently guarantee every pair of shears that we produce. We do not hesitate to say that the quality of the shear depends more upon the treatment it receives in this one department, than in all the others combined. If a shear is not properly tempered, no matter how carefully it has been brought through the other six departments, it is practically worthless.

Realizing this fully, we have given tempering a vast amount of consideration, believing as we have for some time past that the methods now being used are not by any means giving the best results, for when labor of this nature depends entirely upon the eye and judgment of a single individual the work cannot always be uniform. This is why one so often finds a pair of shears with one blade hard, tough and properly tempered, while the opposite blade is soft and imperfect, making the shear practically worthless irrespective of how good the steel in them may have been or how perfectly they may have been constructed in the six other departments of labor."

ROYAL MFG. Co., Lancaster, Pa., have issued a booklet entitled "Practical Talks About Practical Grinders and Tool Sharpeners." Regarding this booklet, the company state: "This book is intended to give you full information and to set forth in plain language just what we manufacture, prices of our goods, and to give you the benefit of the knowledge we gained in an honest endeavor to supply a demand from the public for hand and foot power grinders. We designed, experimented with and fully tested every part of our machines, and the results have proven our claims for the best selection of grinding wheels and the best constructed machines on the market to-day. Years of experience with grinding wheels by our experienced men resulted in bringing on the market general purpose grinding machines for sharpening in order to meet the wants of a large class of people who do not have any power installed." Their grinding wheels are made of alundum, which is manufactured by a special electrical process at Niagara Falls by the Norton Wheel Co. Their machines are designed to sharpen all known cutting tools which by use become dull, such as knives, mower sickles, scythes, axes, and in fact all tools used by butchers, blacksmiths, carpenters, electricians, foundries, farmers, households, harness-makers, lock and gun-smiths, tinshops, moulders, machinists, millwrights, mechanics, masons, platers, pattern-makers, plumbers, repair shops, steam fitters and stone-cutters.

MARTIN SKATE Co., Old South Building, Boston, Mass. Catalogue of "Martin" Folding Pocket Ice Skates and Wallets for 1906-7, which includes a line of rink, hockey and racer skates. The company state regarding their skate: "The 'Martin' is built on entirely new lines with the toe and heel-plates eliminated, which enables us to form our toe-clamps to the natural shape of the shoe, and have same come in direct contact with the sole throughout its entire width, and overlap the upper edges of same in every instance. The heel clamp likewise grips the heel firmly and positively, even though it may be badly worn down at the side. The 'Martin' heel-support is adjustable at both the front and rear—a feature not found in any other clamp skate—so that a heel of any size or shape may be accommodated; consequently our skate will fit any and all styles of shoes, and will stay on under absolutely all conditions. The sole and heel-clamps are braced by supports on the under side in such a manner that they cannot be bent downward out of position, and the skate may always, therefore, be instantly placed in the proper clamping position both at the toe and heel, with but one hand."

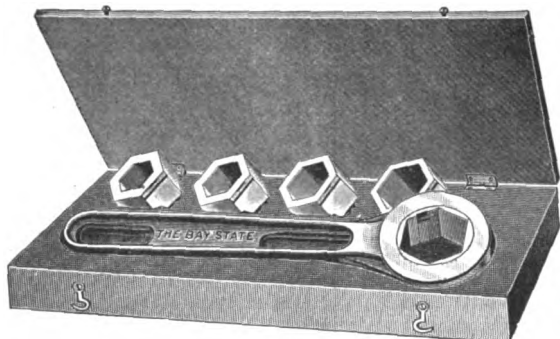
SARGENT & Co., New Haven, Conn., and 149 Leonard Street, New York, have recently issued an attractive booklet on the subject "How to Sell Builders' Hardware," with particular reference to Sargent's Artistic Hardware. Many valuable suggestions are given in regard to showing a prospective customer the right kind of Hardware trimmings to add to the attractiveness of the home, so that he may select that which will harmonize with the style of architecture or character of interior finish. Suggestions are also given to those contemplating building a new home or remodeling an old one. The booklet will be sent free upon request for the same.

UNION HARDWARE Co., Torrington, Conn. Catalogue for 1906-1907 of Ice Skates. They state that while they are making the same general line as in past years, they are presenting some new high-grade goods with special features. Their improved Flanged Blade has been applied to many numbers. Three patterns of all-clamp skates for ladies who use "common-sense" shoes are shown, as well as a new "Swedoh" Racer and "Extension Bob" for children. A line of Hockey Skates is also included in the contents, and the Union Skate Sharpener, which fits any blade.

NEW GOODS AND SPECIALTIES

INTERCHANGEABLE RATCHET AND SOCKET WRENCH.

Bay State Tool Co., 98 to 100 Beacon Street, Worcester, Mass., are the manufacturers of the Interchangeable Ratchet and Socket Wrench as illustrated herewith. By means of interchangeable bushings five sizes of wrenches are obtainable in one. The bush-



INTERCHANGEABLE RATCHET AND SOCKET WRENCH.

ings are made from steel castings and case hardened and finished in a blue gun-metal finish. By reversing the bushing when inserting it in the wrench a socket wrench is obtained. Two sizes of sets are included in this line, viz.: Set No. 2 consisting of wrench $1\frac{1}{8}$ inch hexagonal opening and the four bushings with

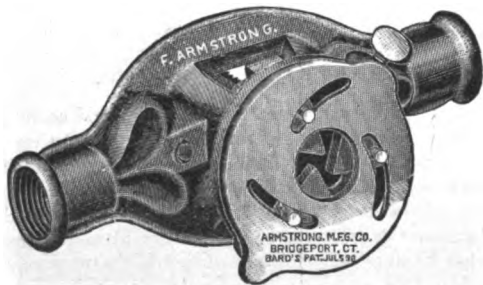


THE SOCKET WRENCH ONLY.

openings of $\frac{3}{4}$, $1\frac{1}{8}$, $\frac{7}{8}$ and 1 inch. Set No. 3 consists of a wrench with $1\frac{1}{8}$ inch hexagonal opening and four bushings with openings of $1\frac{1}{8}$, $1\frac{1}{4}$, $1\frac{3}{8}$ and $1\frac{1}{2}$ inch. Fig. 2 shows the tool used as a socket wrench.

THE BARD ADJUSTABLE BUSHINGS.

The Bard Adjustable Bushing for Armstrong Die Stocks, made by the Armstrong Manufacturing Company of Bridgeport, Conn., is a natural, trouble-saving improvement over the old order of things. It is made in four sizes, each size taking the same range of pipe as the corresponding number of the stock. This bushing as shown in the illustration attached to the stock, consists of a



THE BARD ADJUSTABLE BUSHING.

strong malleable iron body having a sleeve fitting into the barrel of the stock. A simple twist of the cam plate brings a set of extra hardened jaws firmly against the pipe, centering it at the same time. The cam plate is then secured by a thumb screw insuring an absolutely accurate and straight thread. When a crooked, or drunken, thread is desired, however, it can be cut as easily as with the old style ring bushings. The Bard Adjustable Bushings save all the bother of lost or misplaced ring bushings with the time lost in search and fitting to the stock. It is much more reliable and accurate than the makeshift of wrapping paper or tin around the pipe when the exact size bushing can not be found.

There is no necessity of carrying a set of bushings in the kit when one of these adjustable bushings has been fitted to the stock. This is a thoroughly reliable tool which need not be removed from the stock after fitting and has nothing to get out of order. It will be of inestimable value to the pipe-fitters and mechanics who need a tool which is in the right place at the right time and is "right" at any time or place. A complete 48-page catalogue of machines and pipe-fitters tools and specialties will be sent upon request to The Armstrong Manufacturing Company, Bridgeport, Conn.

GIFFORD GALVANIZED STEEL-PLATE SNOW SHOVEL.

Neverslip Tin Cover Co., Watertown, N. Y., are placing before the trade this season the Gifford Improved Galvanized Steel-Plate Snow Shovel, which is made in two styles, with and without lift handle, as shown in the illustration. The dimen-



GIFFORD GALVANIZED STEEL-PLATE SNOW SHOVEL.

sions of the blade are: Bottom, 22 inches; top, 18 inches and height 15 inches. The V-shaped ribs or grooves running parallel to the handle strengthen the blade; also prevent the snow from sliding sideways. The adjustable lift handle is a new, desirable feature. It can be raised or lowered at will, making it adaptable for light, heavy or deep snow; also for tall or short people. The blades are made of galvanized steel, making them much more durable than ordinary steel or wood, while the handles are constructed from the best seasoned ash, and necessarily quite strong. The blade has a spring steel point with floding sockets at each end, securely riveted, retaining all the advantages possible to gain in mechanics. The galvanized steel blade will not rust, neither will it shrink or swell, check or split as wood shovels do when they get wet.

ALUNDUM.

Norton Company, formerly Norton Emery Wheel Company, Worcester, Mass., are placing before the Hardware and Supply trade a new material called Alundum, which is claimed to surpass all other materials of a similar nature as an abrasive. Alundum is the hardest, sharpest and most durable abrasive material known. It is manufactured by a special electrical process in their own plant at Niagara Falls, N. Y. These works, which are devoted exclusively to the manufacture of Alundum, are located at this great source of power because of the large amount of electrical energy required in its production.

The principal raw material used in the production of Alundum is Bauxite, an amorphous hydrate of aluminum. Bauxite was

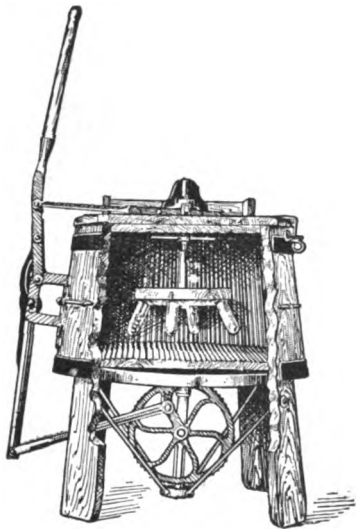
originally found at Baux, France, from which it derives its name, but purer forms are now found in Georgia and Arkansas. The highest quality only is used in the manufacture of Alundum. This material is transformed into a pure crystalline abrasive in electric furnaces of special design. The temperature at which Alundum is formed is above the limit by which temperatures are measured by any means known to science. The process of manufacturing Alundum is patented, being thoroughly protected by United States and foreign patents on the process and apparatus, which are controlled exclusively by the company. Certain special improvements of the process result in great purity, uniformity, and hardness of crystal.

Alundum comes from the furnaces in the form of large ingots, which are broken up and shipped to their main works at Worcester, Mass. It is then crushed and graded, and manufactured into grinding wheels, stones, and other articles, and put up for the general grinding and polishing trade. Extreme hardness and sharpness, and remarkable uniformity are the general characteristics of Alundum. Its purity and uniformity are under absolute control. The supply is certain.

Alundum Wheels are constantly proving their superiority over anything heretofore used. They are adapted to *all* kinds of grinding. Vitrified Wheels of Alundum are made exclusively by the Norton Company. In addition to its use in Norton Grinding Wheels, Alundum is being used on cloth and paper for abrasive purposes, and in the grain for grinding and polishing with remarkable success.

THE "ONE MINUTE" WASHER.

The One Minute Washer, illustrated herewith, is manufactured by the Hawkeye Incubator Company at Newton, Iowa. The company took up the manufacture of this machine about a year and a half ago and since that time the business has grown until the capacity of the plant has been exceeded and extensive additions are now being made. This washer presents some entirely new features. The fly wheel is placed directly underneath the tub and is driven by a gear wheel attached to a lever on the side of the tub. This is a compound lever which gives the operator double power and a short stroke. The fly wheel makes six revo-



THE "ONE MINUTE" WASHER.

lutions for each revolution of the dolly or clothes agitator, thus increasing the speed of the machine greatly and decreasing the necessary power to a minimum. In fact the machine requires but a thumb and finger touch to maintain its speed. When raising the cover the operator does not have to lift the weight of the fly wheel and as the top of the cover rests against the lever when machine is open there is no strain on the hinges, as is usually the case. There is an arrangement of roller and ball bearings to reduce friction and the machine is sold under a written guaranty that it will wash quicker, cleaner and with greater ease than any other hand power washer. This makes the company's proposition attractive to the trade. It is sold only through responsible dealers.

ALHOUSE-WHEELER Co., Waupun, Wis. Catalogue and price list of Waupun Motors, which are made in six sizes and adapted to driving Ice Cream Freezers, Scroll Saws, Pumps, Coffee Roasters, Light Carriage Manufacturing Machinery, Corn Shellers and Feed Grinders, Washing Machines, Grindstones, Sewing Ma-

chines in Households, Light Machine Shops, Circular Saws, Grain Elevators, Meat Choppers, Ice Crushers, Coffee and Spice Mills, Exhaust Fans and Blowers, Ventilating Fans and Carpenter Shop Machinery.

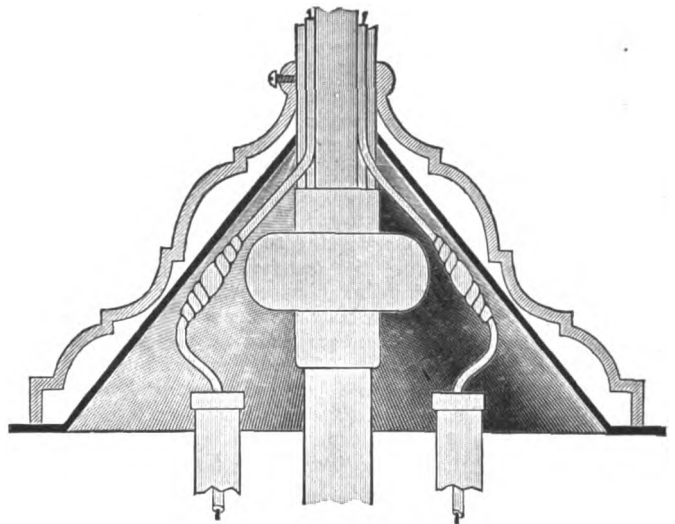
THE YOUNG MICANITE CANOPY INSULATOR.

Mica Insulator Co., 218 Water Street, New York, manufacture the Canopy Insulator represented in the illustration shown herewith. It is constructed by making up large laminations of mica and moulding them with both flange and taper into a complete



THE YOUNG MICANITE CANOPY INSULATOR.

whole. In Fig. 2 is shown a fixture insulated with the canopy. The Insulator is calculated to overcome the usual danger from fires where wires project through a floor or wall when making



SECTIONAL VIEW.

connection with wires of the electrolier. The flange of the insulator also gives protection to the brass canopy from the surface of the ceiling or wall, removing any possibility of a short circuit between the conducting wires and the canopy through the canopy to the ceiling.

KALOR GAS ATTACHMENT.

The Willock Manufacturing Company, 140 West Forty-second Street, New York, is placing upon the market the Kalor portable

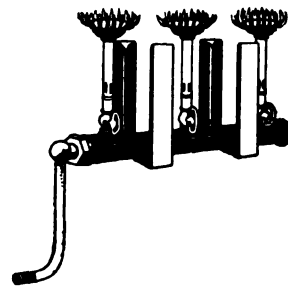


FIG. 1.—KALOR PORTABLE GAS COOKING AND HEATING ATTACHMENT.

three-burner gas attachment of which we give an illustration. Not only can the attachment be used to heat an oven to bake or

roast in, but other cooking processes are possible, by merely attaching a flexible rubber tube to a gas bracket, after removing the tip and slipping other end of tube on to a curved brass tube $\frac{3}{8}$ inch in diameter outside, which can be turned in any direction. Fig. 2 shows the Kalor introduced into firebox of range resting on grate so that the burners are within about $1\frac{1}{4}$ inch of stove lids. When roasting or baking the Kalor is placed in the oven standing upright, lying down or in the position best suited, the small brass connecting tube serving to keep an oven door open just enough to properly ventilate the oven and allow the products of combustion to escape, as well as supply the

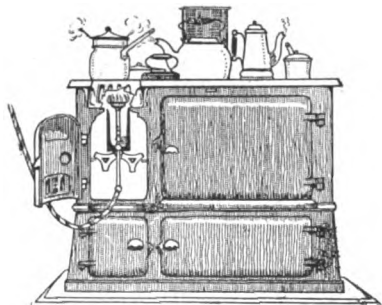
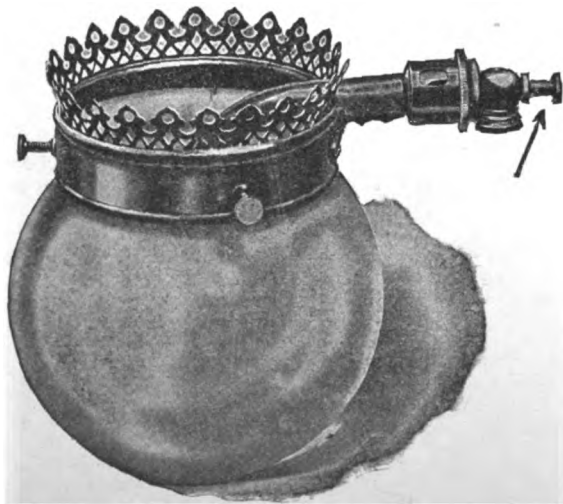


FIG. 2.—AS APPLIED TO RANGE FIREBOX.

flame with necessary oxygen from the surrounding atmosphere. The attachment with intelligent use can also be made to heat the water back so as to accumulate a supply of hot water in the range boiler, full directions concerning which are given in the company's literature. Where much water is wanted two Kalors can be economically and advantageously used, the consumption of gas at ordinary pressure from all three Bunsen burners being, it is said, but 12 cubic feet an hour. Some of the advantages of this device are that the brick set or portable range or stove can at once be turned into a gas cooking or heating device with all the convenience of top stove room, direct chimney flue construction, avoidance of having both coal and gas ranges at one time in the kitchen as well as the saving in cost of gas range and cost of taking down and storing it during the Winter. Another point brought out is that as the heat is applied directly against the stove lids or utensils in an enclosed space the heat is conserved instead of being partly diffused in space, while superfluous heat can be sent through the dampers up the chimney instead of into the room, according to the requirements of the occasion. In oven practice the company say that 500 degrees of heat can be obtained in 10 minutes with the three burners, using about 12 cubic feet an hour at an average pressure, each burner being controlled by a separate key, while 300 to 400 degrees serves for most purposes. The Kalor attachment consists of a substantial cast iron frame, japan finished, $10\frac{1}{2}$ inches long over all and $5\frac{1}{2}$ inches high, the bottom center tube being $\frac{7}{8}$ inch outside. The flame spreaders, 2 inches in diameter, are hinged so they can be thrown back when direct flame for some special purpose is needed.

WIZARD INVERTED GAS BURNER.

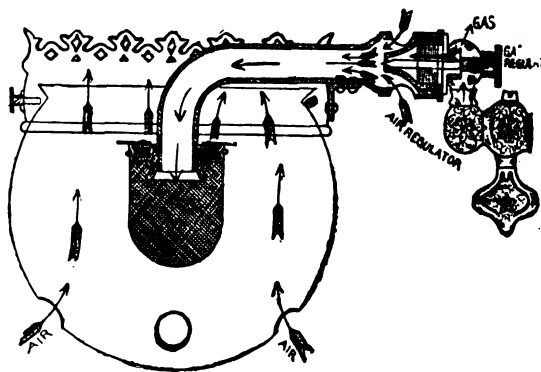
The Manhattan Screw & Stamping Works, 202-206 West 11th Street, New York, are placing on the market the Wizard Inverted Gas Burner, illustrations of which accompany this. The



WIZARD INVERTED GAS BURNER.

peculiarity of this burner is shown in the original method by which the light rays are given a downward reflection there being no under shadow, which wherever used, in home, store, or

church, will be at once appreciated. The light is soft and diffused giving the effect of an electric light in the intensity of its rays at a fractioned part of its cost. The construction of the device is such that it is easily installed. To attach to an ordinary gas jet, the pillar is taken off, and then one of the parts of the "Wizard" Burner is screwed in place, after which the remainder of the burner is screwed on. The 125 candlepower mantle which is $1\frac{1}{4}$ inches long, closed at the one end, is readily put in place, and then the glass globe is placed in position, when the light is ready for use. A needle valve regulates the gas pressure, so that natural or artificial gas can be used. Provision is made for regulating the air supply. The mantle used with this burner is claimed to outlast three of the ordinary kind. The glass globes are four inches in diameter, and come in ball or pear shapes, open or closed at bottom. These globes are imported by the company direct from Europe, and are fireproof



CROSS-SECTION VIEW OF BURNER.

quality. This burner consumes but two feet of gas per hour, which the makers state is about half the quantity used in proportion to the light given by the ordinary incandescent gas burners. The illustration shows the device one-third actual size. The company will bring out two other styles a little later on. By-passes will also be brought out to use in connection with this burner. The cross-section view will clearly show the mantle attached, globe in place and downward bend of supply pipe.

"BLACK HAWK" CORN SHELLER, MODEL 1903.

A. H. Patch, Clarksville, Tenn., is the manufacturer of the "Black Hawk" Corn Sheller which has been made since 1885, when the patent was first obtained. It has for years been recognized as the standard of excellence for Hand Corn Shellers. Its capacity of from eight to fourteen bushels per hour is large enough for all home uses. The parts of the "Black Hawk" Sheller that are put to a heavy strain are made of malleable iron. The bearings are long and of chilled iron. This insures



the sheller being easy to turn. The 1903 model, which is illustrated in the cut, has enclosed Hopper and Separator, to prevent scattering of the shelled corn. This model can be clamped to barrel or tub, as well as to a box or bin. The hopper, separator and crank are made of malleable iron, and are instantly fastened to barrel or box by two large, strong clamps with wing nuts. The "Pony" Corn Sheller, shown in figure 2, has a long steel axle with chilled bearing, which makes it very durable and easy to turn. It takes every grain off the cob and never fails to throw the cob outside. It is strongly recommended to those who desire a machine lower in price than the "Black Hawk", as a first class Sheller by the manufacturer who guarantees it for good and satisfactory work.

OUR BRITISH LETTER.

LONDON, Sept. 12, 1906.

THE PROSPECTS OF AUTUMN TRADE.

There are many indications that Autumn and Winter trade in the different branches of Hardware will be satisfactory. Already prices have an upward tendency, and many large buyers are laying in stocks of heavy goods, believing that prices will rise still further in the near future. Manufacturers also are busy with home orders, as retail ironmongers are now buying season goods in all the different branches required between now and Christmas. Seasonable goods for immediate sale, such as lamps and coal vases, are moving briskly, and many of the more advanced ironmongers have already received their first consignments of these goods. The petroleum lamp trade is not what it once was, although there are still many districts where the cheaper kinds of petroleum lamps are sold freely. In such markets the demand is for better burners and improved safety appliances. Many efforts have been made in this direction during the past few years, but so far no satisfactory burner has been placed on the market likely to meet the needs of users of lamps in dangerous and exposed situations. In better class lamps there is still a brisk trade done, especially in floor lamps, so many of which are now sold for decorative purposes and for use in drawing rooms, their pleasing appearance when fitted with ornamental shades rendering them very popular. The makers of coal vases for the coming season have brought out some very novel and attractive goods, especially those embellished with hand repousse work, and the new process of ornamentation known as bullet hammering. The increased price of metals has led to the use of some of the cheaper metals and compounds and also to the introduction of aluminum work and ornamental bands, nickel plated, and other methods for improving the appearance of Hardware goods made out of the commoner metals.

HARDWARE ASSOCIATIONS.

Hardware associations are now very active, and the reports of meetings held during the past month show that keen attention is being given to current subjects and that the members of the local ironmongers' associations are not slow to grasp the possibilities of improving trade by grappling with the difficulties that beset it whenever opportunities present themselves for clearing away such grievances, and improving their business. In a previous letter I referred to the arrangements which were made recently by the London Gas Light and Coke Co., by which London ironmongers were enabled to take part in the business, and not only sell stoves and cookers, but also reap some of the benefit from the hire purchase systems and other schemes of deferred payment, under which the gas companies in Great Britain let out the majority of the stoves, for the use of which they hope to secure an increased consumption of gas, and thereby produce higher dividends for their shareholders. Since the arrangement referred to has been put into operation, ironmongers all over the country are enquiring whether the same scheme, subject to alteration to meet local requirements, could not be applied to nearly all the gas-consuming localities in Great Britain. Already the Central Board of the I. F. A. (Ironmongers' Federated Association) has the matter under consideration, and at their instigation more than one local ironmongers' association has been able to make satisfactory terms with their local gas companies. The importance of such a development in the Hardware business cannot be overestimated, as the sale of gas stoves and the participation in the business associated with it, is one of vast moment and leading to increased business in almost every place where ironmongers are able to take part in it.

PRICE MAINTENANCE.

still occupies a prominent place in the debates of local associations, and a keen eye is kept upon price-cutters, such firms being regarded as the worst enemies retail ironmongers have to contend with. The opening of retail shops by manufacturers, who at the same time carry on considerable business with retailers, is an evil which some of the associations are now grappling with. This attempt to "run with the hare and hunt with the hounds" does not pay in the long run, and in many instances manufacturers who have made the attempt to carry on business on such lines have been forced either to give up their retail shops or to lose the support of the retail traders. Such cases are

especially difficult to deal with when manufacturers have sprung up from comparatively little-known makers; in fact, there are many such makers in the Birmingham and Black County districts where large firms have grown from small beginnings, probably the founder making and selling his goods much in the same manner as the old-world ironmongers two or three centuries ago. These makers have been in the habit of selling retail locally, and as their business had grown, carrying on a wholesale business in other districts. But even many of these makers have been brought in line with the accepted theory of how manufacturers should trade, but the pressure brought to bear upon them by the officials of the I. F. A.

TRADE JOURNALISM.

It may interest some of your readers to know that the interest in trade journalism is spreading on this side of the water, and that the present rush of modern trading necessitates retail traders being posted up to date, and having at their command the means of knowing what is happening in the Hardware world almost as soon as the events recorded transpire. *The Ironmongers' Chronicle*, which has been known in this country for the last fourteen years is one of the leading Hardware journals, and for some time past as the *only* monthly of the trade, has now found it necessary to commence a weekly issue, and the keen interest exhibited among ironmongers in the announcement shows that British Hardwaremen are glad of any new movement whereby they may become better informed of Hardware doings and movements of the Hardwaremen and makers in all parts of the world, doubtless the issue of a trade journal twice a month the same as *HARDWARE* is the ideal which both readers and publishers would aim at. The comparatively short time which elapses between two such issues prevents its news from becoming stale, but unfortunately the postal regulations in this country make a fortnightly newspaper prohibitive, and the choice lies between a monthly or a weekly, the former now, owing to the increased activity of the Hardware world, has become almost an impossibility.

LIGHTING.

During the Autumn months the real live Hardwareman gives much attention to lighting, an important factor in making the home comfortable and bright, shop and warehouse attractive, and public buildings, open markets, streets and thoroughfares equally as enjoyable and available for business during the short days of Autumn and Winter, as in the longer days when the sunlight lasts far into the night. The improved burners for incandescent gas-lighting are constantly being still more improved and patent after patent, the outcome of inventive genius, are launched upon the market, making it possible for the consumer of gas to obtain at a minimum cost the highest illuminating powers yet attained through scientific research. Many of the fittings which have been remodelled this season are exceedingly beautiful and their designs have been accomplished on the right lines in order that the full benefits of converted burners, which are now considered the best and most effective form of incandescent gas-lighting, may give forth the best results. Electric lighting is also marching on, and the electroliers, pendants, brackets, and cluster lights which have been brought out recently are not only very beautiful in themselves, but they are so arranged as to throw by a system of reflectors and right adjustment, most brilliant lights possible. Oil lighting already referred to also receives attention at the hands of the inventor, and incandescence is now very largely introduced in the more elaborate pillar lamps and oil-lighting devices in use in large rooms. Acetylene, too, is coming very much to the front, and acetylene installations are being carried out in many isolated homes, and also on a larger scale in villages and even entire districts. The apparatus needed in generating acetylene gas has been carried to a high state of perfection; many of the improved systems making it possible to use acetylene even in confined situations. The unpleasant odors formerly associated with the use of acetylene having now disappeared, and much better control over the distribution of the gas has been obtained. Undoubtedly the prospects of the trade in lighting appliances during the next few months are quite as bright as the improved lights themselves, and inquiries elicit the fact that ironmongers are now very much more alive than they formerly were to the advantages of selling the very best of fittings and burners, tested and approved.



There's a Scrow Loose in the Shear
You Are Using

UNLESS
You Buy
the
Screwless
Spring-set
Shear

**THAT Is the Shear You Should Buy
and the Shear You Should Sell**

**Which Kind do
YOU Handle**

**The Screw loose,
Screw-set Shear**

or *The...*

**Screwless
Spring-set
Shear**

?

Because:

1. It never wears loose at the joint.
2. Blades always held together automatically with just the right spring tension.
3. Pivot free to rotate, forming roller bearing.
4. Largely self-sharpening.
5. Handy to take apart.
6. Tension adjustable.
7. Gives complete satisfaction to your customer



Davies Automatic Shear Co.,
41-43 Malden Lane, New York City.

**WRITE FOR
CIRCULAR "A"**
Mention "Hardware."

WIRE SCREENS.

ENGLAND DEFENSELESS AGAINST FLIES AND MOSQUITOES.

Consul Albert Halstead writes from Birmingham that the people of England suffer great annoyance from flies, mosquitoes, and gnats, and that, despite this suffering, no adequate means for defense have been adopted. The Consul writes:

I have yet to see a house in England equipped with window and door screens, such as make life endurable in the United States in the summer months. There are, however, a very few mosquito bars, made of cotton netting, such as were so common in America a quarter of a century or so ago, and were later displaced by wire screens. While insects do not remain so long and are not so numerous as in the United States, it seems as if there should be a favorable opening here for the sale of wire screens and wire netting. The very general use in England of (French) windows that open outward is an obstacle to the introduction of wire screens, but one that could be overcome by having the screens inside the windows, as is not infrequent in the United States, or by having them open into the room as doors do.

The introduction of wire screens and wire netting into the United Kingdom would not be an easy task. No manufacturer of these articles could secure results by sending over circulars or catalogues, arranging with Hardware dealers to "stock" his goods, or by casual attempts to secure trade. Quiet, earnest, and persistent work through trained agents would be necessary. Demonstrations of the advantages to follow, and skillful illustrations of the advantages and comfort of a house screened from insect pests, would be required. Advertising attractively worded would be a benefit. The education of the people to the really greater comfort and better health that would follow the use of wire screens would perhaps be a slow and costly process, but a campaign properly conducted should in the end bring profitable results.

FAVORABLE CONDITIONS.

The present appears to be a favorable time for such a campaign, for British newspapers and physicians have called attention to the house fly as a most dangerous carrier of disease and

to the mosquito as a distributor of malaria. Fly paper is generally used in kitchens and in some meat markets, but the sign of a kitchen filled with flies, or of flies feasting on meat exposed for sale in a butcher's shop, is not encouraging to the appetite nor calculated to assure one that he is not in danger of typhoid or other disease.

The manufacturer of wire screens or wire netting who would capture the British market must have a care that he offers only a screen that is actually rustless, for the dampness of the British climate at all times, except perhaps in July and August, is certain to rust any screen that is not absolutely rust proof. Such a result would be fatal in a country where durability is an imperative requirement in all articles.

MICHIGAN HAS DEEPEST MINE.

It is probably a fact not generally known that the Michigan copper country possesses the world's three deepest vertical mining shafts. The deepest of these is the No. 3 at the North Tamarack property, its measurement being 5,200 feet—eighty feet less than a mile. To the South, at a distance of 4,000 feet, is the No. 5 shaft of the same company. This ranks as the second deepest vertical shaft on the globe, its measurement being 5,080 feet from the collar to the bottom level. Second only to these great openings is the Red Jacket shaft of the Calumet and Hecla Company, which is down 4,900 feet, and in which the copper lode was not encountered until a depth of 3,300 feet had been attained. The deepest incline shaft in the world is the No. 4 of the Calumet and Hecla. This shaft itself, from the collar to the lowest level, is sunk on the plane of the lode for a distance of 8,100 feet, while from a drift at the bottom a winze extends downward 190 feet to the boundary of the property, giving a measurement of 8,290 feet from the surfaces. No. 4 shaft passes by the Red Jacket shaft at the fifty-sixth level.

IN THE HONEYMOON.

"Is our new cook clean, dear?"

"I'm afraid not. When I asked her what kind of soap she used to wash the vegetables she said she didn't use any."

REVIEW OF THE MARKETS.

WIRE NAILS: The business in Wire Nails continues with a full demand, which in volume exceeds the productive capacity of the mills. Urgent calls on stocks in shape of requisitions on previous orders, have been met by deliveries until the reserved stocks are no longer to be relied upon. The business throughout the country being largely in excess of a year ago, even among independent manufacturers the market is well maintained as to prices. Quotations are as follows: f.o.b. Pittsburgh, plus actual freight to point of delivery, 60 days, or 2 per cent. discount for cash in 10 days:

Carloads to jobbers\$1.85
Carload lots to retail merchants 1.90
New York.—The demand is large, and the stocks on hand are running low, with the prices well maintained. The business for July and August is reported as a satisfactory increase over last year by comparison, with every probability that it will show up still better in September. The dealers suffer from delayed deliveries, as the mills are running farther than ever behind their orders. Quotations on small lots from store are quoted at a basis of \$2.10 to \$2.05 per keg.

CUT NAILS: The market on Cut Nails is much firmer, with no concessions; as quotations of less than official prices have been withdrawn quite generally. Export quotations are reported to have strengthened quite materially on recent orders. Official quotations are as follows: \$1.80 base, for carload lots, f.o.b. Pittsburgh; \$1.85 for less than carload lots, f.o.b. Pittsburgh; \$1.95 for carload lots on dock New York; \$2 for less than carload lots on dock New York. Iron Cut Nails at points west of Buffalo and Pittsburgh are held at 5 to 10 cents advance on Steel Cut Nails.

New York.—An unusually heavy demand locally has characterized the Cut Nail market, largely depleting the stocks of the jobbers. Delayed deliveries of orders complicating the situation, somewhat. Stocks are so badly broken that but partial deliveries are possible. Quotations on small lots from store remain at the base price of \$2.00 per keg.

BARB WIRE: There is but little doing save specifications on contracts at this time of the year, but the mills are doing the best they can in producing stocks; suffering as they are from inability to obtain the requisite supply of raw material. There will be a large trade done this Fall, which will seek early deliveries to avoid the car-famine threatened by the transportation facilities. Quotations remain as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | | |
|-----------------------------------|-------------|--------|
| Jobbers, carload lots |\$2.00 | \$2.30 |
| Retailers, carload lots | 2.05 | 2.35 |
| Retailers, less than carload lots | 2.15 | 2.45 |

SMOOTH FENCE WIRE: Specifications from manufacturers demanding material for their products is freely in evidence; so that the mills are several weeks behind their deliveries with every indication that the Fall trade will prove a record, as stocks accumulated by the mills are moving out very freely. The market is firm. Quotations are as follows: f.o.b. Pittsburgh, 60 days, or 2 per cent. discount for cash in ten days:

| | |
|---------------------|-------------|
| Jobbers, carloads |\$1.70 |
| Retailers, carloads | 1.75 |

The foregoing prices are for base numbers 6 to 9. The other numbers of Plain and Galvanized Wire take the usual advances.

BOLTS, CARRIAGE, MACHINE, Etc.: A meeting of leading manufacturers of Bolts and Nuts was held recently in this city and advanced prices were decided on for all items except the smaller sizes of carriage and machine bolts. An important change in terms is also announced to take effect October 1, on and after which date the terms on Bolts and Nuts will be 30 days net, or 1 per cent. off for cash in 10 days, instead of 60 days with 2 per cent. for cash as heretofore. The new level of the market may be represented by the following quotations:

| | |
|---|-----------------|
| Common Carriage Bolts, 3/8x6, smaller and shorter, cut thread | 75 to — % |
| Common Carriage Bolts, longer or larger than 3/8x6, 60 and 10 to 60, 10 and 5 % | |
| Machine Bolts, 3/8x4 or shorter and smaller, with H. P. or C. P. Plain Nuts, cut thread |75 to — % |

| | |
|--|-------------------------------|
| Machine Bolts with H. P. or C. P. Plain Nuts, larger or longer |65 to 65 and 5 % |
| Machine Bolts, all sizes, with C. & T. Nuts |60 to 60 and 10 % |
| Machine Bolts, 4x3/8, smaller and shorter, without Nuts, with cut thread |70 and 10 % |
| Machine Bolts, other sizes, without Nuts, 6 in. and shorter |65 and 10 % |
| Machine bolts, without Nuts, longer than 6 in. | 65 and 5 to 65 and 10 % |
| Machine bolt Blanks |65 to 65 and 5 |
| Bolt Ends, with H. P. or C. P. Plain Nuts |65 to 65 and 5 % |
| Bolt Ends, with C. & T. Nuts |60 to 60 and 10 % |
| G. P. Coach Screws |75 and 10 % |
| Cone Point Lag Screws |75 and 15 % |
| Forged Set Screws and Tap Bolts |50 and 10 % |

HOT PRESSED NUTS: The new prices on Hot Pressed Nuts adopted by the manufacturers are as follows:

| | |
|---------------------------------|-------------|
| | Off list. |
| Hot Pressed Blank Square Nuts |\$5.00 |
| Hot Pressed Tapped Square Nuts | 4.90 |
| Hot Pressed Blank Hexagon Nuts | 5.40 |
| Hot Pressed Tapped Hexagon Nuts | 5.30 |

COLD PUNCHED NUTS: The new prices on Cold Punched Nuts adopted by the manufacturers are as follows:

| | |
|---|-------------|
| | Off list. |
| Cold Punched Plain Blank Square Nuts |\$4.80 |
| Cold Punched Plain Blank Hexagon Nuts | 5.20 |
| Cold Punched C. T. & R. Blank Square Nuts | 5.10 |
| Cold Punched C. T. & R. Blank Hexagon Nuts | 5.80 |
| Cold Punched Plain Tapped Square Nuts | 4.80 |
| Cold Punched Plain Tapped Hexagon Nuts |5.20 |
| Cold Punched C. T. & R. Tapped Square Nuts | 5.10 |
| Cold Punched C. T. & R. Tapped Hexagon Nuts | 5.80 |

ROPE: The following prices may be said to represent the market:

| | |
|------------------------------|------------------|
| | Cents Per Pound. |
| Pure Manila, 7-16 and larger |12 1/2 |
| B Quality Manila |11 1/2 |
| Pure Sisal, 7-16 and larger | 9 |
| No. 2 Sisal, 7-16 and larger | 7 3/4 |
| No. 1 Jute, 1/4 and larger | 8 to 8 1/2 |
| No. 2 Jute, 1/4 and larger | 7 to 7 1/2 |

LINSEED OIL: The following quotations are announced on "City" Raw Oil by the Dean Linseed Oil Co.:

| | |
|--------------------------------|---------------------------|
| In lots of less than 5 barrels |39 cents per gallon. |
| In lots of 5 barrels or more |38 cents per gallon. |

The "American" brand for respective quantities, 1 cent per gallon less.

The five-barrel price applies only to deliveries of that quantity at one time.

| | |
|--|---------------------------|
| Double Boiled Linseed Oil, 2 cents per gallon higher than raw. | |
| Regular Boiled Linseed Oil, 1 cent per gallon higher than raw. | |
| Calcutta Oil |68 cents per gallon. |

THE PITTSBURGH TRADE.


Trade during the first half of September has been quite active, but not so good as it would have been with cooler weather. With the thermometer ranging in the eighty's it is difficult for the average retailer to realize that he will very soon need gas stoves, horse blankets, and other seasonable goods. We will wake up some morning and find a frost on the pumpkins, and then there will be a scramble for cold weather goods. Recent advances in costs have grown quite numerous. Builders' Hardware, all copper goods, and all wood goods have stiffened up in price very considerably. How much of these advances is warranted by increased cost of material and labor we do not know, but the active demand has no doubt a good deal to do with it. We would warn our manufacturing friends that there is no surer plan of cutting off the demand than advancing prices, and that the end of our good times is in sight when they congratulate themselves on being able to get any price they ask.

LOGAN-GREGG HARDWARE CO.

THE COLUMBUS TRADE.

It has been some time since we made a report on trade conditions in our territory. In the first place, we have been too busy and there has been no change in conditions. The trouble

FILES




**Nicholson
Arcade
American**

**Great
Western
McClellan**

"These Brands are Sold by all Live Hardware Merchants"

RASPS

**Kearney
& Foot
Eagle**



**J. B. Smith
"X-F"
Gold Medal**

MANUFACTURED BY **NICHOLSON FILE CO.** - **Providence, R. I.**

we have is in getting goods fast enough. Manufacturers are taking advantage of everything possible to excuse themselves from keeping promises of shipments. One has a strike, another a break down and some can't get material and so on. They will write they hope to ship in one, two or possibly three weeks and trust it will be satisfactory; and this in the face of the information that we are out and orders going short every day. We wish they would lose the habit of trusting it will be satisfactory. They know it is anything but satisfactory. Bolts, Screws, Railroad Spikes and a number of articles are at a premium; and still with known shortages, margins have never been cut so close. Axe manufacturers are slow with deliveries. Same with Coal Hods. No doubt jobbers will be able to deliver in plenty of time, but retailers are anxious to have their goods so they will be ready when the demand comes.

Corn is being cut now, and will be a record breaking crop. The heavy wind and rains during August got a great deal of corn down so machines cannot be used. This has made an unusual demand for hand corn cutters.

We don't think the trade is taking kindly to the recent advance on builders' Hardware; but we are getting accustomed to advances. That seems to be the rule now. We can't blame manufacturers for taking advantage of conditions. They know they can sell all the goods they can make.

Another combination has gone the way of many. We refer to the Snath Combine. This is one item that is lower, and no doubt snaths will be sold as much too low this coming year as they were too high the past two years. It is the same old story with trusts, either a feast or a famine. A good safe old jog is the best. These extreme changes always hurt somebody. The outlook for the rest of this year and surely for the first half of 1907 is very flattering. We believe dealers are perfectly safe in buying conservatively for Spring trade. The Republican party "played the Dick-ins" at the last convention. That "Four-acre" lot at Dayton seemed to be attractive. Well, we will see later.

THE SMITH BROS. HARDWARE CO.

THE DAVENPORT TRADE.

There has been a sharp advance in many lines and the tone of the general Hardware market is decidedly firmer, and the difficulty in getting prompt shipments from the maker continues. The corn crop is simply immense and has passed beyond the danger of frost. Money seems to be plentiful. The aggregate deposits in Davenport banks have increased over a million dollars within a month. Two of our largest banks, the Citizens' National and German Savings Bank, have merged into one. Sales are improving and there is no known reason why they will not continue at least normal in amount during the Fall and early Winter.

SICKELS, PRESTON & NUTTING CO.

THE SAGINAW TRADE.

This section of the country has never experienced greater prosperity than at the present time. Farmers have much to be thankful for. The country merchants have been very busy, and there is a decided improvement in collections. Money is in good demand, which was not unlooked for with a lumber crop to move.

MORLEY BROTHERS.

THE ST. PAUL TRADE.

When considering the amount of business in hand and placed for delivery during the first quarter of next year, we are not surprised that goods should advance in price. Every factory is busy, many working three shifts and so working the twenty-four hours of each day; still goods are hard to get. Many factories are weeks and even months behind their filling orders promptly. We think this condition will continue during the Winter and Spring and probably longer. The latest advances were somewhat surprising. We thought builders' Hardware was high enough, yet it goes up 12½ per cent. We were not surprised to have an advance on nails and barbed wire. Looking back for ten days, we note sharp advances on Wood Chopping Bowls, Pine Ware, Conductor Hooks, Hay and Manure Forks, Soldering Coppers, Clevises, Tarred Felt, Wringers, Sad Irons, etc. We wonder where it will stop, or are we again to experience the year 1899 when everything went scooting out of sight. If demand and supply causes the advance we have no reason to complain.

HACKETT, WALTHER, GATES HARDWARE CO.

T. G. Walther, Vice-President.

THE SAN FRANCISCO TRADE.

In the last issue of *HARDWARE* it was recorded that San Francisco was a city of pedestrians; that owing to a double-end want—more wages and less hours—the street car men were loafing and the cars locked in the barns, and that all Hardwaremen who couldn't afford automobiles, and all other good business citizens were walking to and from their business. A happy change in the condition of affairs is reportable this week. The New York president of the local street car system came here with 800 expert street car operatives to run the cars, and he won the distressed town, this president did, by his philanthropic procedure. He conclusively showed the carmen strikers that they were "dead wrong;" that they had been wrongly advised by their association officers to "walk out;" that he had a contract with the National Union Labor Association officers that there should be no strike and all differences should be arbitrated. Following this revelation to the misguided strikers their president, whom current public report says is a "little man always in a hurry," was notified by the national president to have the strikers return to their work or surrender their charter. The strikers

**IMPROVED
CARPENTERS'
TOOLS**

**STANLEY RULE
&
LEVEL CO.**

A TOOL THAT'S STAMPED STANLEY

IS THE BEST OF ITS KIND

**SOLD BY ALL
HARDWARE
DEALERS**

**NEW BRITAIN,
CONN., U.S.A.**

ers yielded; the cars are running; all San Franciscans are jubilant; arbitration proceedings are progressing, and if the local carmen's union escapes paying the expense of transporting the 800 men from New York to San Francisco and return, it is thought it will be owing solely to the generosity of the New York president of San Francisco's street car system.

The huge task of San Francisco's rehabilitation is pushing ahead by leaps and bounds. And one of the greatest of these tasks, engineers say, will be the laying of six billions of bricks required. This number can hardly be conceived. Some of the statistical engineers have figured out that these six billion bricks for the rebuilding of the city would build a wall five feet high around the world.

The California Promotion Committee reports rapid reconstruction in San Francisco; that the city's loss immediately following the disaster was 335,000 of its population; that about 200,000 have since returned; that 65,000 are waiting in nearby cities for accommodations in order that they may return, and that the present population is 365,000.

A city publication is anxious that the Hardware business be not overdone. New Hardware stores, it says, are springing up so rapidly in San Francisco that it keeps one on the jump from morning until night in order to locate them. Take a car ride through the city on any line and you will see a new sign indicating a location for a Hardware store and each day you will see another one. San Francisco is going to use a tremendous lot of Hardware in her rebuilding and there will be a lot of Hardware stores to furnish the goods. It is hoped it will not be overdone and that some of these good people will wish they had embarked in some other business. The houses in this line that are established are doing excellently well, and it is hoped there will be business for them all. Every one of the old established houses is enjoying a greatly increased business, having recovered their trade held before the earthquake-fire, and will undoubtedly continue to have this increase right along. The new people will get more or less, but the question is, will the increase warrant establishing many more new stores.

Holbrook, Merrill & Stetson have incorporated with a capital stock of \$800,000 all subscribed, \$100 per share. Directors: Charles Holbrook, 1950 shares; John F. Merrill, 2,000 shares; James B. Stetson, 2,000 shares; Charles Merrill, 2,000; Horatio Hurd, 50 shares.

The Berkeley, Cal., Steel Company has incorporated; capital, \$200,000. Directors, H. C. Vensano, William A. Lucas, A. R. Grim, H. H. Stewart.

Pacific Paint & Varnish Company has incorporated; capital stock, \$500,000. Directors, J. G. Cunningham, M. Cunningham, E. R. Diming.

Great Western Iron & Steel Company has incorporated; capital stock, \$200,000. Directors, A. Alper, A. A. Lobru, William V. Kish.

The Hardware house, Baker & Hamilton, has incorporated the Baker-Hamilton Realty Company; capital stock, \$500,000. Directors, Wakefield Baker, Alexander Hamilton, Charles W. Willard, P. J. Muller and W. S. Burnett.

Puget Sound Portland Cement Company with a capital stock of \$500,000 has been incorporated. Directors, W. C. Webb, Edwin Schwab, R. M. Sims, R. M. Moore, A. F. Morrison.

The Geldert-Wright Hardware Company has been incorporated with a capital stock of \$25,000. Directors, C. H. Geldert, T. H. Wright, Walter S. Braun.

The place of business selected by each of the foregoing incorporations is San Francisco, and over the bay in Oakland the Southern California Cement Company has incorporated to do business there with a capital stock of \$2,500,000. Directors, George W. Reed, Clarence M. Reed, Percy C. Black, Rod W. Church, B. H. Griffiths, Cecil T. Walker and J. L. Rose.

INDUSTRIAL PRESS ASSOCIATION.

RIGHT YOU ARE.

An Irishman was describing his efforts at golf. "The first time I missed the ball," he said; "and the second time I hit it in the same place. 'Tis a poor game."

ARMS MANUFACTURE AT LIEGE.

The large majority of the workmen who carry on the manufacture of firearms at Liege, in Belgium, do their work at home, having private forges and workshops. Each man is engaged in one special branch of the trade at which he becomes extremely skillful and which is brought to the highest stage of perfection. These workmen carry on their trade for years, initiating the members of their families into their own particular branch, always endeavoring to give a perfect finish to their manufactures and to discover and carry out new theories. The maker of gun barrels, for instance, is frequently employed in manufacturing barrels for several different factories at the same time, and the better the work the higher the finish of the articles he produces, the more probability there is of his obtaining regular and lucrative employment. Thus the major part of the workers in the Liege arms industry are practically their own masters, their remuneration depending entirely on their intelligence, ability and application.

DANGER OF CHEAP FIREARMS.

The menace to the songbirds and poultry yards, the danger to life and limb which comes from walking in the woods, are not from valuable guns, says a clipping from a Maine daily paper. It is from the cast-iron shotgun that is advertised for \$1.14, from the bulldog revolver that is marked down from \$2.50 and from the rusty and ramshackle rifles that are out-of-date and untrustworthy, that the well-being of Maine and other states suffers. These weapons are widely advertised and the pockets of small boys often contain several illustrated catalogues of the firms that handle these goods. Not only this, but many Hardware and sporting goods stores are loaded down with cheap goods to supply the trade. The profit on cheap guns is, in some cases, more than upon reliable weapons, and a dealer can almost afford to give away a cheap revolver to a boy for the sake of the profit he is sure to receive later on from the sale of cartridges. It is not a case of depriving the poor and honest boy from having the solace of owning a gun, as has been claimed, which prompts sane men to limit the sale of cheap weapons. Fact is, many of the low grade guns and revolvers which are sold to the boys are more dangerous to those who stand at the breech than to objects at the muzzle. The reason why everybody should refrain from carrying and using cheap firearms is that they are unsafe. The man who wishes to use a gun at all should have one that will be of some service to him, and the cheap firearm is neither safe nor serviceable.

HUMOROUS LOGIC.

How would you like to be the ice man, in these times of trust investigation and jail sentences upon conviction?

A Kansas farmer who was recently surprised while walking on stilts explained that he was getting in practice for corn gathering time.

A Western sporting editor remarks that Mr. Gans, the prize fighter, is not the first colored gentleman to score on a fowl.

Russia may win that Japanese war yet. We note that Lieutenant General Stoessel, who surrendered Port Arthur, is to be again tried by court-martial.

Some people even intimate that bank examiners should examine the bank's books and securities, instead of taking the word of the officials as to what is happening.

Any old kind of beer seems good to the people of a prohibition state. We see where a man named Sourbeer has just been re-nominated for the Kansas legislature.

Professor Tyler, of Amherst, states that a man can live comfortably without brains. The public, after reading some of the recent speeches of college professors, had come to about the same conclusion.

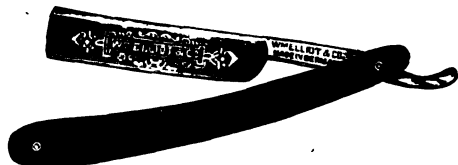
A burglar blew the safe of one of the newspapers of Butler, Mo., the other night, and actually found \$2.85 in real money. The collector was evidently busy the day before.

WM. ELLIOT & CO., RAZORS

are made of the finest grade English steel, highly and correctly tempered, hollow ground and concaved, and finished by the most efficient German cutlers

ADOLPH STRAUSS & CO.,

Sole Agents for the Western Hemisphere.

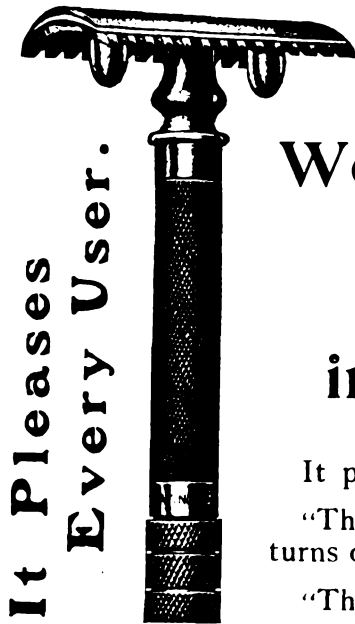


"Elliot" razors are universally considered to be the best razors manufactured and sell strictly upon their merits. Write for our new catalog. The most comprehensive exclusive razor catalog published.

412 BROADWAY, NEW YORK CITY.

Gillette Safety Razor

NO STROPPING NO HONING



**It Pleases
Every User.**

**The Most
Wonderful Selling
Razor
in the World**



It pleases every customer, who in turn brings a new customer.
"The Gillette" sales are permanent, no shelf worn stock. It turns orders to money and profits.

"The Gillette" Blade is of Fine, Flexible, Wafer Steel that Shaves.

12 BLADES, 24 SHARP EDGES,
Every blade will give from 20 to 40 close, smooth, comfortable shaves.

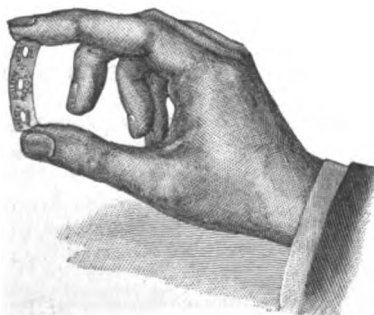
Triple silver-plated set with 12 blades \$5.00.

Quadruple gold-plated set with 12 blades \$10.00.

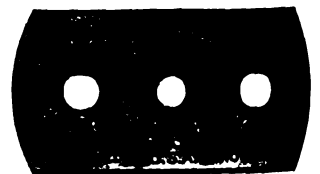
Quadruple gold-plated set with 12 blades and monogram \$12.00.

Standard combination set with shaving brush and soap in triple silver-plated holders \$7.50.

Other combination sets in silver and gold, up to \$50.00.



Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.



Sold by Leading Drug, Cutlery and Hardware Dealers.

We Supply all Dealers with Signs and Booklets.

Write us for facts, and for terms.

GILLETTE SALES COMPANY,

Times Building,

New York City



HARDWARE PATENTS

The following list of Patents, Trade Marks and Designs of interest to the Hardware trade are furnished by Davis & Davis, Solicitors of American and Foreign Patents, Washington, D. C. and St. Paul Building, New York City.

PATENTS EXPIRED SEPTEMBER 3, 1906.

- 410,216. DOOR KNOB ATTACHMENT. C. E. Steller, Milwaukee, Wis.
- 410,238. LAMP OR LANTERN LIGHTING DEVICE. L. Gerhardt, Washington, D. C.
- 410,240. WRENCH. H. Hammond, New Haven, Conn.
- 410,362. WASHING MACHINE. L. L. Kellogg, Leon, N. Y.
- 410,366. LAWN MOWER. W. A. Loud, Springfield, Mass.
- 410,375. SCISSORS ATTACHMENT. J. H. Norrell, Augusta, Ga.
- 410,384. WRENCH. C. A. Swanson, Marshall, Minn.

PATENTS ISSUED SEPTEMBER 4, 1906.

- 829,946. FLOOR CLAMP. F. L. Buff, Eaton, Ill.
- 829,976. VISE. C. J. Lindgren, Warren, Pa.
- 830,013. LOCK. J. H. Shaw, New Haven, Conn.
- 830,014. LOCK. J. H. Shaw, New Haven, and A. A. Page, East Haven, Conn.
- 830,117. LOCK. H. G. Voight, New Britain, Conn.
- 830,118. LOCK AND LATCH MECHANISM. H. G. Voight, New Britain, Conn.
- 830,300. WRENCH. J. Christian, Hydraulic, and C. E. Wetzel, Naturita, Colo.
- 830,485. CONVERTIBLE EXTENSION STEP LADDER. L. M. Norton, Northampton, Mass.

PATENTS EXPIRED SEPTEMBER 10, 1906.

- 410,606. METAL FORMING TOOL. A. S. Patton, Creighton, Pa.
- 410,610. LOCK. M. Riedinger, Cincinnati, Ohio.
- 410,612. EXTENSION STEP LADDER. W. Soper, Sibley, Mich.
- 410,620. COOKING UTENSIL. W. Ward, New York, N. Y.
- 410,638. OIL STOVE. J. DeMooy, Jr., Cleveland, Ohio.
- 410,646. STOVE DAMPER. W. C. Metzner, Chicago, Ill.
- 410,710. BENCH PLANE. G. Karmann, Unionville, Conn.
- 410,773. ICE CREAM FREEZER. C. G. Shepard and P. Adams, Buffalo, N. Y.

PATENTS ISSUED SEPTEMBER 11, 1906.

- 830,500. PERMUTATION PADLOCK. R. Gibson, Gaffney, S. C.
- 830,531. LOCK. E. H. Roy, Nashville, Tenn.
- 830,541. BENCH PLANE. J. A. Traut, New Britain, Conn.
- 830,619. WRENCH. J. H. Shepherd, Idaho Springs, Conn.
- 830,746. SAFETY RAZOR. L. T. Snow, New Haven, Conn.
- 830,916. HINGE. R. E. McCuen, Lexington, Ky.
- 830,999. WRENCH. J. A. Holton, Windsor, Minn.

DOES THIS APPLY TO YOU?

How many retailers who are complaining about the number of orders their neighbors are sending to the mail order houses have tried to discover the reason and overcome it?

It may be a hard pill to swallow, but in many instances the fault lies with the retailer, says F. A. Parker in *Farm Implement News*. In the first place too many men are engaged in the retail business who do not care to take the trouble to learn their business properly. They depend upon their location, the well advertised brands handled, or something besides themselves, and overlook the fact that it is the expert in every line who is entitled to, and generally gets, the best that line can offer. There is a good reason for this. Your customer is seldom a good judge of the goods you have to sell, and if you have the name of being an exceptionally good judge it is natural that your expert knowledge will draw to you a large amount of trade.

The mail order house has experts, of course, but as a general rule their best experts are those engaged in writing advertisements and dictating their letters. In buying, they generally try to get an article which looks the same as a well known standard, and then buy as much cheaper as possible, and of course the manufacturer cheapens the goods. The fact that your prices are seldom beaten, except where unknown brands are offered, should be used by the expert salesman to show that good goods cost money and the cheapening of the price always means a corresponding cheapening of the quality.

If you are an expert in your line, and recognized as such, you will have little difficulty in convincing your neighbors of the above fact, but if you do not take interest enough in your own line of goods to give it the right amount of study, you are, of

course, merely a silent salesman, the same as a penny-in-the-slot machine, and cannot be expected to have thoughts which will interest your customers in your goods, and keep him coming back to your place to learn more.

Of course a dealer who has no desire for more knowledge in regard to his own business cannot be expected to realize that thousands of his neighbors are always thirsting for knowledge, and it is that very thing which causes them to preserve the catalogue of the mail order house. They want to know the price of everything, not only in your line, but in all other lines. The catalogue lets them know how much money they will need to buy whatever they desire, and if you happen to be a retailer who cares so little about your own business that you neglect to keep yourself posted, your neighbor will know there is no use going to you for information, and will depend upon the catalogue more than ever.

Retailers who are now losing trade to the mail order houses should stop complaining and take a good long look at themselves. It may be largely their own fault, and in that case the remedy is simple. Get to work. Try to learn your own business so thoroughly that you can answer all questions without hesitation. Then you will feel like talking to everyone about your line of goods. You will know the reason for advances and declines in price, the difference in the methods and cost of manufacture, etc., and when you can give out that kind of information you will find it is exactly what you need to tell the reason for the difference in the cost of goods, and people will soon be coming to you for information before buying.

Your knowledge of your own business will be a guarantee to them that they are getting what they want and at the right price, no matter what the catalogues say, while your lack of knowledge at once makes the average consumer feel like taking the advice of the catalogue, because it represents a big house, which is supposed to know what it is talking about.

HOW IS THIS FOR PROGRESS?

The Earl of Chatham said about 150 years ago that the American Colonists had no right to manufacture so much as a horse nail.

In 1750 law forbade in America the erection of an iron rolling mill.

In 1780 even Benjamin Franklin, usually forgotten, said America will not make manufactures enough for her own consumption in 1000 years.

Sir Charles Napier said he would not command a steam propelled navy, as he didn't want to be boiled alive.

Lord Stanley said if steamships cross the Atlantic I will cut the boiler of the first boat that arrives.

Sir Humphrey Davy said it was as reasonable to talk of ventilating London with windmills as to light the big city with gas.

When Fulton's first steamer went up the Hudson the date was the 17th of August and the preachers of the time cursed the boat on the ground that the date was the total of the ten horns and the seven heads of the beast of Apocalypse.

As late as 1830 instruction in natural science was only to be had in colleges designed exclusively to train professional men.

By 1830 John Fitch, Oliver Evans and Robert Fulton had demonstrated the function of steam for land and water travel.

Wittmore had started his carving machine and Morse the electric telegraph. One year Harvard graduated only seven, whereas in 1906 she conferred 1073 degrees.

To-day the American crops total a value of \$5,000,000,000, and after supplying our own 90,000,000 with manufactured goods we have left over \$400,000,000 for export.

A clever machine is now ready to accomplish every mechanical detail.

Horse-power costs only one-third of the coal it cost thirty years ago. In 1814 Daniel Webster said: "I am not in haste to see Sheffield and Birmingham in America," and in 1906 America has one corporation doing as much business as either the whole of Sheffield or Birmingham. —J. A. WALKER, in the September *Graphite*.

ON THEIR WAY.

During a newspaper men's convention a number of journalists were one afternoon talking of the tricks of "the faithless types," when "Marse" Henry Watterson said:

"While I've heard of a great many funny typographical breaks in my time, about the oddest and most humorous transposition of the types that ever came within my observation was that in a New York paper some years ago. That sheet used to print its shipping news on the same page with the obituaries. Imagine the glee with which its readers found the captions exchanged one morning, whereby a long list of respectable names were set forth under the marine head, 'Passed Through Hell Gate Yesterday.'"



Greatest Household Necessity of Modern Times

No want so grievous and no demand so great
as is manifested by the public at large for

Rose Automatic Knife and Scissors Grinders

NOW MADE IN TEN MODELS

Grinding Wheels of Solid Adamite, Greatest Abrasive Known

POPULAR RETAIL PRICES

ATTRACTIVE DISPLAY ASSORTMENTS—LIBERAL TRADE DISCOUNTS

COLONIAL SUPPLY COMPANY, Factory: WELLSVILLE, N. Y.

A BRIEF HISTORY OF THE SMITHING ART.

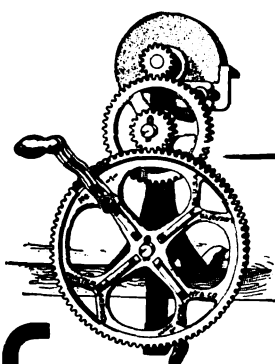
The use and production of iron is now generally known to have its origin in pre-historic times. A piece of the metal, said to date back at least 4,000 years, is to be seen at the British Museum and pieces of iron found in various sections of Egypt show that the ancients used weapons, sickles and other tools made of this metal. Excavations at Assyria and Babylon show that these ancient cities also knew the iron worker. There have been found chains, hammers, knives and even saws of iron. In Palestine and Phoenicia we also find that iron came into early use. Here was Tubal-Cain as "an instructor of every artificer in brass and iron." The Chinese claim that steel was invented 2,000 years B. C., and in Persia, India and Japan we also find evidence of the early knowledge of the industry. That the early Greeks and Romans understood how to work iron is proved by their writings, their vases and the articles made of this metal which have been discovered. As for welding the metal, one Glaucos of Chios is given the credit as the inventor. He lived about 600 years B. C.

These early records also show that the artistic as well as the

useful was the objective of the ancient iron-worker. Ornamental vases and embossed statues have been found beside the weapons and agricultural implements. The tools used by these ancient craftsmen are pictured on Grecian vases and represent anvils, hammers and tongs. Even their bellows were, to all purposes, very similar to those in use at the present day.

Further proof of the early existence of the art of iron working is found in the excavations at Pompeii, Herculaneum, Vulca and at Caere. Not only have iron weapons and utensils been found here, but locks, keys, tripods, braziers, searing-irons and even large chests fashioned from this metal have been brought to light. That rings of iron were worn by the ancients is shown by their custom of using them as an insignia of a free-man, and the fact that iron working was practiced in several parts of the old world long before the Romans started out to conquer it, is shown by the high state of development in which they already found the art.

On reviewing the early history of the smithing art, one is impressed with the fact that the ancients used iron and steel only where there was a probability of no other material well answering the purpose such as simple tools and implements



Ten to One

Is the ratio at
which our

HAND and FOOT Power Grinders

and Tool Sharpeners beat the
Grindstone.

An every day necessity. Four
sizes. All guaranteed to be
reliable and fast-cutting grinding
wheels.

Write for catalogue and trade
discounts.

ROYAL MFG. CO.,
LANCASTER, PA.

Quality Oil Heaters



Smokeless
Burners

A Specialty
with
Sparkling
Jewels.

Good profit
to dealer.

Made by

Roberts & Mander Stove Co.
Philadelphia, Pa.

NO AIR

Sausages made with the **ENTERPRISE SAUSAGE STUFFER** have no air inside the casing. For this reason they keep better.

The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

ENTERPRISE Sausage Stuffer, Lard and Fruit Press

NOW is the time to push these goods for the fall trade.

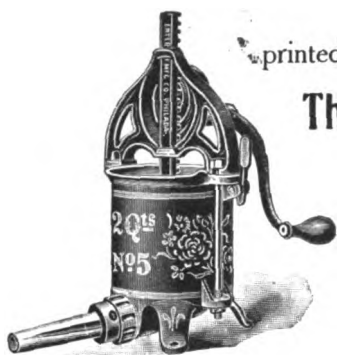
Ask for electros for advertising, and advertising printed matter.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U. S. A.

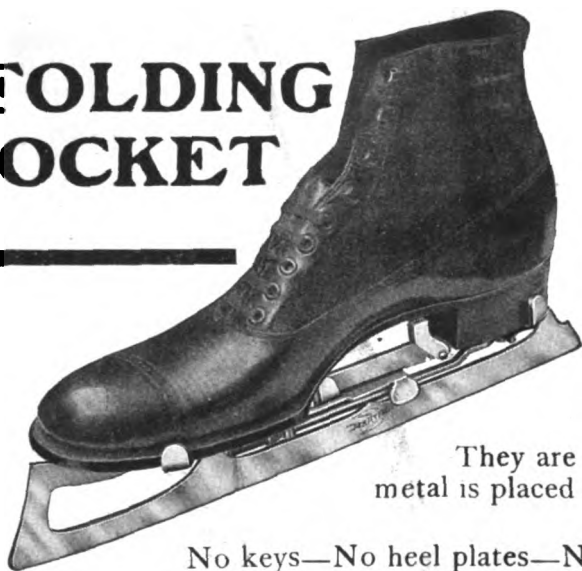
**New York Branch,
10 WARREN STREET.**

**San Francisco Branch,
318 MARKET STREET.**



FOLDING POCKET

SKATES



Are a radical departure from any other skate on the market. They are unique.

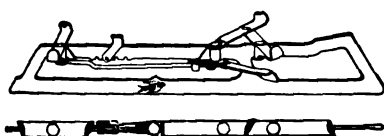
They are lighter but stronger, because the metal is placed only where needed.

No keys—No heel plates—No screws—No bulk—No bother.

A pair in wallet carried as easily in breast pocket as muff.

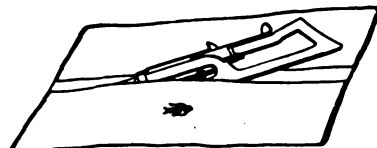
If you are after a "Holiday Money Maker" place your orders early to avoid delay.

All leading Jobbers sell them. Send for catalog.



Martin Skate Co.

Boston, Mass.



HARDWARE DEALERS RECORD

Hardware dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Amory, Miss.—Amory Hardware Company has been capitalized at \$4,000; by E. D. Gilmore, A. G. Thompson and others.

Bennettsville, S. C.—The Enterprise Hardware Company with \$10,000 capital has been chartered. E. M. Rowe is president and treasurer.

Boonville, Ind.—The Warrick Hardware Company has been incorporated with a capital stock of \$5,000. Directors, Eugene H. Gough, Edward W. Ward and Maude M. Ward.

Brewster, Wash.—J. W. Gedsaler is opening a new Hardware store.

Caney, Kan.—The Todd Hardware & Supply Co. has been incorporated with a capital stock of \$25,000.

Cartwright, Man.—A. C. Lawson has opened a new Hardware store.

Colville, Wash.—The Hunt Hardware Co. has been incorporated with a capital of \$12,000; by F. H. McDermont, Charles A. Hunt and A. D. Sansburn.

Dauphin, Manitoba.—Duncan A. McDonald and John Voight, two young men of this town, have entered into partnership and purchased the Hardware business of A. S. McPherson.

Dwight, Neb.—Chas. C. Gilkerson has opened a new Hardware store.

Dwight, Neb.—F. J. Kaklacek has engaged in the Hardware business.

Glens Falls, N. Y.—A. L. Kimball and Company will open a Hardware store in the new Thomson block on South Street, when the building is completed.

Helena, Ark.—The Tappan Hardware Company have filed articles of incorporation, showing a paid-up capital stock of \$10,000. The incorporators are Sam W. Tappan, James A. Tappan and Thomas E. Tappan.

Hugo, Colo.—The Matheson Lumber & Hardware Company has been incorporated with a capital stock of \$10,000.

Lagrange, Ga.—The Hudson-Broome Hardware Company have opened their doors for business.

Lamar, Mo.—J. Thomas has opened a new Hardware store.

Liberty, N. Y.—Monroe Hardware Co. has been incorporated to deal in Hardware and tinware. Capital, \$10,000. Incorporators: Roswell A. Monroe, Moses C. Westbrook, James C. Young, Homer C. Baldwin. Liberty, N. Y.

Liberty, S. C.—Liberty Hardware Co. has been chartered with \$50,000 capital stock, by W. S. Parsons, J. F. Bairster and W. H. Chapman.

Livingston, Mont.—The People's Hardware and Implement Company has been incorporated. The capital is \$40,000, and the incorporators are John F. Nolan, E. A. Biller and E. F. Allen.

Logan, Ohio.—The Chris Hall Hardware Company, capitalized at \$20,000, has been incorporated by Henry R. Schaal, James M. Meldrim, John Dougherty, Chris Hall and Adam Schaal.

Milwaukee, Wis.—Wixson Bros. Com-

pany has been incorporated to engage in the Hardware and paint business; capital, \$25,000. Incorporators, A. F. Wixson, W. W. Wixson and E. G. Wurster.

Newark, N. J.—Crane & Milligan have incorporated to deal in heavy and shelf Hardware, mill and factory supplies. Capital, \$20,000. Incorporators: P. G. Crane, S. J. Milligan, G. H. Jacobs, Newark.

Nolensville, Tenn.—J. W. Williams & Son have completed plans to build a large Hardware, grain and feed store.

Perth Amboy, N. J.—Patrick White & Sons have incorporated; agent in charge, Richard F. W. White. Capital stock, \$225,000. Incorporators, Patrick White, James H. White, Richard F. White, Edward A. White, Charles V. White, Patrick J. White, John L. White. The company is to deal in Hardware.

Prosser, Wash.—The Davis-Oesterle Hardware Company has been incorporated with a capital of \$10,000; by Edwin R. Davis and Harry J. Oesterle.

Sargent, Neb.—C. W. Parks, M. L. Tobias and A. Z. Perrin have organized the Sargent Hardware & Furniture Company with \$13,000 paid up capital.

Scribner, Neb.—The Hoffman Hardware Company has opened a new store.

Seattle, Wash.—The Crockett Co. has been incorporated to do a Hardware business.

Skiatook, I. T.—Eaton & Scott have opened a new Hardware store.

Watertown, N. Y.—Spratt, Corcoran & Foley Co. have incorporated to deal in Hardware, stoves, etc. Capital, \$7,500. Incorporators: J. W. Corcoran, J. H. Foley, C. B. McCormick, Watertown.

Changes and Improvements.

Alcester, S. D.—Charles W. Cox, a Hardware dealer of this place, is erecting a \$1,500 addition to his store. The new building will be used for storage and salesroom purposes.

Altus, Okla.—The Bonebreak-Hightower Co., Hardware and implement dealers, are establishing a branch store in Hedrick.

Bandon, Ore.—William Callier has sold his Hardware business to the Bandon Hardware Co.

Baton Rouge, La.—At a meeting of the stockholders of the Fuqua Hardware Company the capital stock of the company was increased from \$25,000 to \$100,000, and the \$75,000 increase has already been subscribed. The increase in the stock is made for the purpose of enlarging the scope of the company's business. Robert A. Hart is president of the establishment; J. D. Churchill is vice-president, and Henry Fuqua is the general manager.

Beatrice, Neb.—Paul Walter has purchased a David City Hardware store.

Beebe, Ark.—J. R. Smith has sold his Hardware business to C. W. Price.

Belmont, N. Y.—Sisson & Smalley Company of Belmont and Cuba have closed a deal for the purchase of the Hardware stock and business of John Nicholson. An inventory is now being taken and the purchasers will move into their new location in about two weeks.

Bozeman, Mont.—The stock of Hardware, cutlery, etc., of J. W. Tilton's es-

tate, has been placed in the hands of the W. D. Gordon Co., who will close it out at auction.

Burns, Kan.—G. W. Richard has sold his Hardware store to Freeman Bros.

Castana, Iowa.—John Hart has purchased the Hardware store of W. H. Kennedy, Chanute, Kan.—Wallace Rankin has purchased the business of the Chanute Hardware Co.

Cherokee, Okla.—Devin & Son have purchased the Hardware business of Harper & Leslie.

Denver, Colo.—Adam Miller has purchased the Hardware store of F. W. Wiesler.

Dickens, Iowa.—William McCurdy has sold his stock of Hardware to Mr. Kronk of Sanborn who takes possession at once.

Napoleon, Ohio.—The Hardware firm of Duncan & Freytag has made a change in ownership, the interest of John F. Duncan, who resides at St. Joseph, Mich., having been purchased by Fred Groschner. Herman H. Freytag still retains his one-half interest and will remain in charge of the store.

Durango, Colo.—The Hardware firm of Stubbs & Jakway has been dissolved and the stock is being sold under an order of the court.

El Dorado, Ark.—J. S. McWilliams & Sons have purchased the Hardware business of Barton & Goodwin.

Emerson, Iowa.—A. D. Sowers has purchased the Hardware business of W. K. Post & Son.

Franklin, Neb.—Cochrane Bros. have disposed of their Hardware and implement business, selling out to the Crittenden Bros.

Garber, Okla.—G. H. Ebert has purchased the business of the Croneman Hardware Company.

Hawarden, Iowa.—J. E. Scott has purchased the Hardware store of Louis Smith.

Horton, Kan.—T. V. Wainwright has sold his Hardware business to E. P. Connett.

Hugo, Colo.—J. P. Dickinson has sold his Hardware store to the Matheson Lumber & Hardware Co.

Kalispell, Mont.—The McIntosh Hardware Co. is opening a branch store in Eureka.

Kansas City, Mo.—The Schmeltz-Hartman Hardware Co. will succeed to the business of the Clark Hardware Co.

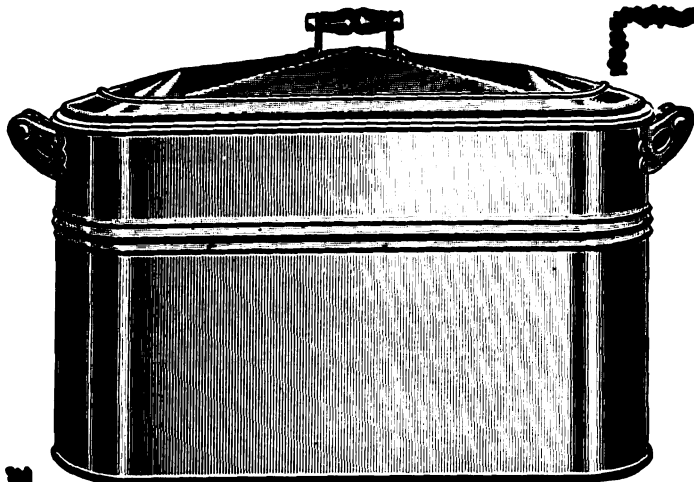
Kersey, Colo.—H. P. Hill has sold his Hardware store to J. B. Killian.

Lewiston, Utah.—J. P. Jones has sold his Hardware store to Mr. Thompson.

Malone, N. Y.—The Hardware firm of Short & Wilding has been dissolved. Wallace C. Short, the senior member of the firm, selling his interest to Charles W. Wilding. Mr. Wilding will incorporate under the title of C. W. Wilding Company, other stockholders in the corporation being Mrs. C. W. Wilding, William Rosen and H. B. Reddy.

Marysville, Ohio.—A new front is being put in the Robinson store room, on Main Street, occupied by Webb & Ziegler's Hardware store.

Maywood, Mo.—Casson & Barr have purchased the Hardware business of Gettie Bros.



"ATLANTIC" High-Grade **Wash Boilers**

TIN, COPPER and GALVANIZED IRON

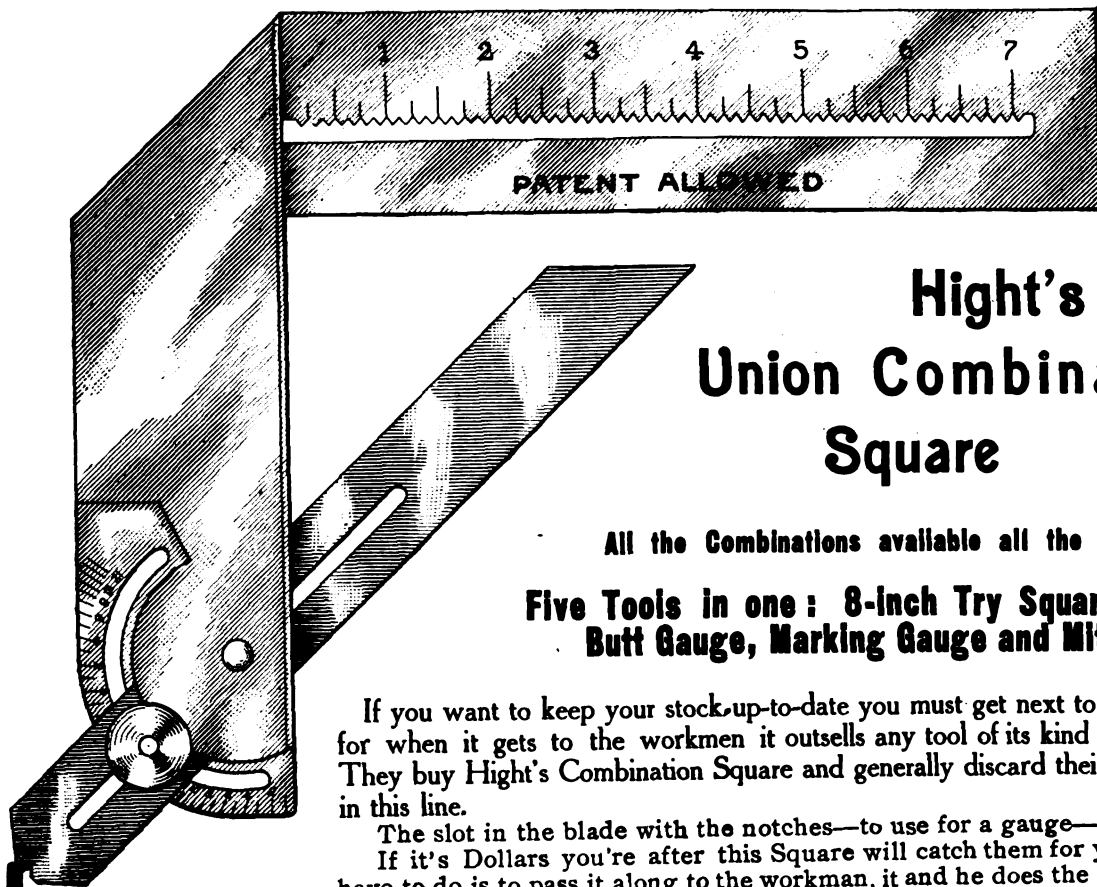
Strongest and Best Made Boiler on the Market
Full Weights --- Full Sizes.

We are now making a flyer of our Special Copper Boiler---write for our special prices on it. Our new Seamless Cover is a marvel of lightness and strength.

"Atlantic" Galvanized Striped Ware

is among the highest grade goods offered to the trade. Made from smooth Galvanized sheets. Heavy wiring and wide seams make it strong and durable. Add it to your line, it is a great seller. New catalogue now on the press. Write for it.

Atlantic Stamping Co., Rochester, N. Y.
185 Ames Street.



Hight's Union Combination Square

All the Combinations available all the time.

**Five Tools in one: 8-inch Try Square, Bevel,
Butt Gauge, Marking Gauge and Mitre**

If you want to keep your stock up-to-date you must get next to this Square, for when it gets to the workmen it outsells any tool of its kind ever offered. They buy Hight's Combination Square and generally discard their other tools in this line.

The slot in the blade with the notches—to use for a gauge—is a winner.

If it's Dollars you're after this Square will catch them for you—all you have to do is to pass it along to the workman, it and he does the rest. Prices

and full description sent on application.

The best tool of its kind on the market.

A. W. HIGHT, Box 39, Station B, Toledo, O.

HARDWARE MANUFACTURERS' RECORD

Hardware manufacturers, the country over, are requested to contribute to this page. News of new factories or companies, changes, improvements, etc., will be gladly received, and promptly published.

New Incorporations, etc.

Boston, Mass.—Trussell Hay Harvesting Machinery Company has been incorporated to manufacture machinery and agricultural implements; capital, \$250,000. President, Wilber C. Trussell, No. 92 Wenham Street; treasurer and clerk, Lemuel R. Howe, No. 108 Water Street.

Louisiana, Mo.—The Reliable Tool & Specialty Co. has been organized and will shortly be ready for business. The incorporators are F. W. Buffum, B. S. Carrick, D. Turnbolt and J. E. Pollock of this city and Peter Neerup of Decatur, Ill., and the officers are: F. W. Buffum, president; Peter Neerup, vice-president, and B. S. Carrick, secretary and treasurer. The capital stock is \$12,000. The company has purchased the Freeman foundry building on Fourth Street from Charles Pollman and will engage in the manufacture of edge tools and other specialties.

Lowell, Mass.—Bennett Bros. Company has been incorporated to manufacture garden tools. Capital, \$10,000. Incorporators: George E. Bennett, Lee Madden, Edwin H. Bennett.

New York, N. Y.—Electric Diamond Machine Co. has been incorporated to manufacture carborundum grinding machines and hardware; capital, \$20,000. Incorporators: Edward G. Saridge, Newark, N. J.; Robert E. Empey, No. 180 South Oxford Street, Brooklyn; Walter B. Grant, No. 7 Wall Street, New York.

New York, N. Y.—The Auto-Strop Safety Razor Co. has been incorporated with a capital stock of \$500,000. The directors are: H. J. Gaisman, F. L. Mueller and R. E. Dwight of New York City.

Northville, Mich.—The Stimpson Scale & Mfg. Company, recently organized, has just commenced operations in the plant formerly owned by the Hall-Carr Mfg. Co. The company's capital stock is \$110,000 paid in, W. F. Stimpson being manager of the plant. The officers are F. S. Harmon, president; C. C. Yerkes, secretary, and Edward Gay, treasurer.

Richfield Springs, N. Y.—Richfield Manufacturing Co. has been incorporated to manufacture tin and tinware, etc. Capital, \$3,000. Incorporators: R. Curcio, F. Brouners, J. A. Losee.

St. Louis, Mo.—Liberty Foundry Company has been incorporated. Capital, \$6,000. Incorporators: Frank Vanek, C. A. Stevens, Sam Richards and others.

St. Marys, W. Va.—Sparks Hoe Company has been incorporated for the purpose of manufacturing all kinds of garden implements. The authorized capital is \$10,000. The incorporators are: R. Bolard, Jr., J. R. McMahon, J. R. McCollom, and Clyde B. Johnson, of St. Marys, and Clark D. Johnson, of Letart, Ohio.

Tacoma, Wash.—The Acme Malleable Iron & Foundry Company has been incorporated with a capital of \$25,000 by T. H. Bellingham, J. W. Bechtel and K. G. B. S. Weed, Theodore Shenkenberg and Ben Haverkamp.

Changes and Improvements.

Attleboro, Mass.—The Frank Mossberg Company, manufacturers of special machinery, stampings and tools, has taken a building adjacent to its plant, adding more than 10,000 square feet of floor space, which will increase the capacity of the works some fifty per cent. Some new machinery will be required, but the new space will be used principally for spreading out existing equipment, which has become crowded in the rapid increase of the company's business.

Brackenridge, Pa.—The Solid Steel Tool & Forge Company is now actively at work in its plant, where a large variety of products are made. In addition to doing drop forging, helve hammer work, eccentric roll forging, bending, upsetting, brass forging, hot sawing, drilling, thread cutting, grinding and tempering, the company manufactures a wide variety of car forgings, railroad track tools, general forgings, nut locks, etc.

Buffalo, N. Y.—The Niagara Cordage Company is building a new plant at North Tonawanda, N. Y. The main factory building will be 70 by 300 feet, of cement block construction, and will be equipped with the latest type of machinery for the manufacture of rope and twines.

Chicago, Ill.—The American Logging Tool Company has been organized, with officers as follows: President, H. H. Bassett; vice-president, Benjamin Wolf; secretary and manager, N. W. Ely; treasurer, C. A. Libbey. The principal office of the company will be to act as distributing agent for the following concerns: Clyde Iron Works, Duluth, Minn.; Champion Tool & Handle Company, Ewart, Mich.; A. Sanford Logging Tool Company, Oshkosh, Wis., and the Columbus Handle & Tool Company, Columbus, Ind. Mr. Ely was formerly associated with Morley Brothers of Saginaw. The company is located at 38 South Canal Street, Chicago.

Columbus, Ohio.—Columbus Bolt Works has contracted for the erection of a warehouse, 60 by 95 feet, four stories and basement. The building will be of reinforced concrete and will be strong enough to carry a load of 1,000 pounds to the square foot on each floor. No wood will be used in the construction except in window frames and sash.

Danville, Va.—At a recent meeting of the stockholders of the Piedmont Hardware Company it was decided to increase the capital stock, which is now \$80,000 fully paid in, including surplus. The enlarged capital was necessitated by the increase in the company's business.

New Comerstown, Ohio.—The Rex File & Saw Company, successor to the Jamestown File Works, Jamestown, N. Y., is now thoroughly established in the new plant erected at this place. The plant has a daily capacity for producing 500 dozen files, which are marketed under the Rex Brand. The officers of the company are: David D. Lewis, president; M. Yingling, vice-president; Will A. Beers, secretary, and S. B. Mulyane, treasurer.

New Haven, Conn.—The William Scholhorn Company, manufacturers of Bernard's patent pliers, cutting nippers, belt and ticket punches, bolt clippers, etc., is about com-

pleting important additions to its plant and manufacturing facilities. More than \$40,000 has been expended in the improvements.

New York, N. Y.—The Federation Hardware & Tool Company, 277 Broadway, is a recently organized manufacturing enterprise with an authorized capital of \$150,000, divided into 15,000 shares of a par value of \$10 each. The company will manufacture and supply specialties in hardware, such as locks and mechanics' tools. The offices of the company are George G. Stephenson, president, long vice-president of the First National Bank, America, N. Y.; Julian A. Hurdle, vice-president and general manager, formerly with Charles Morrill, New York, and George A. Clement, secretary and treasurer. The National Butchers' & Drovers' Bank, New York, is the depository of the company's funds.

Shelby, Ohio.—The Shelby Spring Hinge Company has recently acquired the plant of the Van Wagoner Company, Cleveland, which manufactured ball-bearing Spring Hinges, Coat and Hat Hooks, the Van Wagoner holdback steel Screen Door Hinge, and other Hardware specialties, together with all patents, patterns, dies and kindred property. The Van Wagoner business went into the hands of a receiver in June, and the plant is now being moved to Shelby. The surplus machinery not needed will be disposed of.

Fires.

Indianapolis, Ind.—The factory of the Eureka Refrigerator Company has been destroyed by fire. Loss, \$70,000; insurance, \$50,000. The fire was started by the engine overturning the engineers torch in the flywheel pit.

Fires.

Mazomanie, Wis.—The store of the E. Diment Hardware Co. has been destroyed by fire.

Pittsburgh, Pa.—The engine room of the National Bolt & Nut Company, of Butler Street, near the Sharpsburg bridge, was damaged by fire recently to the extent of about \$1,500.

Tilsonburg, Ont.—Fire broke out in the forge room of Maple Leaf Harvest Tool Works recently and completely destroyed that portion of the establishment. The main brick building to east and ware room at north were saved. Loss will be heavy. Fire caused through breaking of oil pipe, which fed one of the forges.

Miscellaneous.

Columbus, Ohio.—At a meeting of the stockholders of the United States Hoe & Tool Company E. A. Cole, B. F. Hadley, T. F. Connors, J. W. Kauffman and S. S. Stiffey were re-elected directors. The board will organize by the election of the old officers.

Burglaries.

Waukesha, Wis.—The store of the Perkins Hardware Company, on Main Street, has been robbed and a quantity of razors, watches and other articles taken.

Yankton, S. D.—The Hardware store of D. D. Gross, corner of Third Street and Douglas Avenue has been entered and about \$50 worth of cutlery and revolvers stolen.

WE ARE ADVERTISING FOR YOU.

In September we commence talking to over two million, nine hundred thousand of the most intelligent, enterprising farmers of our country about the superiority of **PITKIN'S BARN PAINT**.

The talk is both interesting and convincing. Such high class, influential journals as Orange Judd Farmer, Successful Farming, Up-to-date Farming and Farm Life and many others of equal standing are being used. This means that those who are able to buy will be reached and persuaded.

Every advertisement and the whole follow-up plan sends the interested ones to you, Mr. Dealer. It is all so direct, vigorous, and continuous that it is simply bound to create business in your neighborhood.

Grasp your opportunity—have a stock of Barn Paint on hand when the inquirers come in and you are sure to make sales. Write us for details of the advertising plan and for prices, etc.

GEO. W. PITKIN CO.

PAINT AND COLOR MAKERS.

FOUNDED 1868.

ORIGINATORS OF BARN PAINT.

CHICAGO, U. S. A.

"CLEANER"

Rug and Carpet Beater

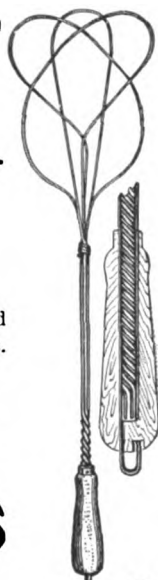
made from

The Best Furniture Spring Steel

Beats everything: clothing, upholstered furniture, mattresses, robes, rugs, carpets.

Warranted not to break off at handle, nor to become loose or come off.

Beats all others as a profitable seller.



HOLT'S

Dover Egg Beater

beats eggs in 20 seconds—four times faster than the best hand whipper, lighter and stiffer.

The Flare Does It.

Ours is one-third larger than others.

Four sizes.

Over 23 tons of 15 and 25c. sizes sold in England since July 1904.

Send for circular and prices.

Mention **HARDWARE**.

Holt-Lyon Company,

Tarrytown, N. Y.



COLDWELL

LAWN MOWERS

90 Per Cent.

of the lawns in the United States are mowed by Coldwell Lawn Mowers, because they are adaptable to the greatest variety of grass.

We make Hand, Horse and Motor Power Mowers.

Their reputation makes them quick sellers. Try 'em.

COLDWELL LAWN MOWER CO.

NEWBURGH, N. Y.



BICYCLE AND SPORTING GOODS RECORD

Bicycle manufacturers and dealers, the country over, are requested to contribute to this page. News of new stores, changes, improvements, etc., will be gladly received, and promptly published.

New Stores, Incorporations, Etc.

Buffalo, N. Y.—What has been brewing for several months came to a head this week—the separation of the George N. Pierce Co.'s cycle and automobile interests. The former has been incorporated under New York laws as the Pierce Cycle Co., with \$300,000 capital stock. Its officers are: Percy Pierce, president and general manager, and William B. Colburn, secretary and treasurer, who, with George N. Pierce, Charles Clifton and Moses Shire constitute the board of directors. Percy Pierce is the son of George N., Mr. Colburn is a relative by marriage and Mr. Shire has been the Pierce Attorney for twenty-five years. The present factory of the George N. Pierce Co. has been acquired and Pierce bicycles will, therefore, continue to be made in their old home. The cycle company will come into complete possession of the plant about November 1st, when the automobile business will be removed to other premises. Meanwhile orders for material have been placed and the Pierce travellers will be on the road in good season.

Cheyenne, Wyo.—William Peters and H. K. Bates, formed partnership and opened store 118½ West Sixteenth Street.

Syracuse, N. Y.—The Elbridge Motor & Tool Company of Elbridge was incorporated at Albany with a capital of \$25,000. The directors are: Reuben B. Sweet and William E. Robedee of Elbridge, and G. Erwin Delong of Syracuse.

Columbus, Ohio.—The American Auto Brass Manufacturing Company has been incorporated with a capital stock of \$20,000 to take over the business of the Hygienic Stove Manufacturing Company at 183 West Maple Street. The incorporators are George F. Hill, Milo B. Lee, Roy Coffman, Ed. S. Adams and E. B. Yohe. The Hygienic company will be dissolved and the plant on Maple Street will be very much improved. The concern will manufacture all kinds of auto and carriage lamps, specialties for automobiles and in fact a number of other specialties. George F. Hill is president, E. B. Yohe, secretary, and Milo B. Lee, treasurer and general manager.

Syracuse, N. Y.—The Cushion Wheel & Tire Company of this city was incorporated at Albany with a capital of \$100,000. The directors are Edward Mitchell and Thomas H. Ward of this city and Edward D. Woods of Indianapolis, Ind.

Coshocton, Ohio.—H. O. Nelson, Main Street, sold out to W. D. Tracy.

Terre Haute, Ind.—Hughes, Miller & Miller, sold out to J. E. Sayre & Co.

Changes and Improvements.

Truamsburg, N. Y.—The Morse Chain Co., the pioneers in the production of roller chains for the bicycles, have removed their plant to Ithaca, N. Y.

Embarrassments.

Cedarhurst, N. Y.—John S. Moran, a bicycle dealer, filed a voluntary petition in bankruptcy in the United States District Court, showing debts for merchandise amounting to \$988, with \$213 assets.

Fires.

San Pedro, Cal.—Henderson Bicycle Co., damaged by fire.

ANDERSON SUCCEEDS SMITH.

Because interests in other lines prevented H. O. Smith from giving to the G & J Tire Company that full measure of attention which he believed it deserved, he has resigned the presidency of the company and been succeeded by J. D. Anderson of the Hartford Rubber Works Co. The latter was elected to the office at a meeting of the directors held last week.

HUGHES JOINS NATIONAL STAFF.

Having disposed of the business of Hughes, Miller & Miller, the National agents in Terre Haute, Ind., to J. E. Sayre & Co., C. L. Hughes, of the old firm, has engaged with the National Cycle Manufacturing Co. He will represent Nationals on the road.

ELECTED OFFICERS AND HAD A "SPANISH" FEED.

The Garden City Wheelmen and Motorcyclists, of San Jose, Cal., held its semi-annual election of officers on Tuesday night of last week and after the election the cyclists punished a "Spanish feed," prepared by one of its indefatigable members—Jack

Dermody. The new officers chosen were: President, Louis Normandin; vice-president, B. C. Dale; recording secretary, W. R. Scully; financial secretary, B. Johnson; treasurer, Security State Bank; directors—William Halla, J. A. Benson, Alan Hope, George Ducier and C. D. Cavallero.

Miscellaneous.

Reading, Pa.—The R. S. motor cycle, manufactured by the Reading Standard Co., is meeting with success. President William F. Remppis stated that there was a very good demand for them, and that his company was unable to catch up with the orders. "It will take us at least four months to fill the orders now on hand. I believe we have the best machine in the country. In a recent contest at Lebanon, our motor cycle came out ahead. In a trial contest at Pike Peak, three of our machines were the first to reach the summit."

RUSSIAN DUTIES ADVANCED.

According to the provisions of the new Russian tariff which went into effect last Spring, the duty on cycles having two wheels, is 30 roubles each, or about \$7.50. Cycles having three wheels are taxed 60 roubles each, or \$15, and those having four wheels, 160 roubles, or \$40. Parts, except those which are especially restricted, are assessed at the rate of 40 roubles per pound, which is equivalent to something like \$3.60 per pound.

EXPORT SPURT IN JULY.

With that inconsistency that has characterized its fluctuations during the past two or three years, official statistics show an upward jump in exports for the month of July. The increase is one of more than 20 per cent., or from \$76,355 to \$92,671 and the most significant item in connection therewith is the advance in the amount sent to Japan, which rose from \$16,988 to \$21,658. It is likewise noteworthy that the total sent to the United Kingdom shows an increase of almost 50 per cent., or from \$10,698 to \$16,831. The remainder of the advance in the total is to be found in the jump of Other Europe to \$8,884 from \$2,422 a year ago, for the same month and that of Mexico from \$5,554 to \$13,052. The biggest shrinkage of the month occurred in British Australasia.

HARDWARE DEALERS RECORD

(Continued.)

Shamokin, Pa.—The Hack-Sanner Hardware Company, with stores at Mount Carmel and Shamokin, has recently been incorporated into a stock company, and to still further increase their growing business the members of the firm have decided to issue a limited amount of bonds and preferred stock.

Springfield, Ohio.—The Vulcan Hardware Company is the name of the new company which has taken over the stock and business of the old Elder & Tuttle Company.

Mr. Tuttle will remain with the new company, of which he will be president, but the management passes into other

hands. The managers will be T. C. Blowers and R. E. McDaniels.

Newark, N. Y.—Cook & Coleman Co. has been incorporated to deal in Hardware, plumbing goods, etc.; capital, \$15,000. Incorporators: W. E. Cook, J. L. Cook, E. H. Coleman, L. Coleman, Newark, N. Y.

Tacoma, Wash.—A business transaction has been completed during the last few days by which the Washington Hardware Co., which has been in existence in this city for more than twenty years, will be absorbed by the Fuller-Knatvold Co. The members of the latter firm, H. E. Knatvold, W. P. Sargeant and E. A. Noble, have bought the business of the Hardware company, located at 928 Pacific avenue, and the latter establishment is now closed while an inventory of stock is being taken. The Fuller-Knat-

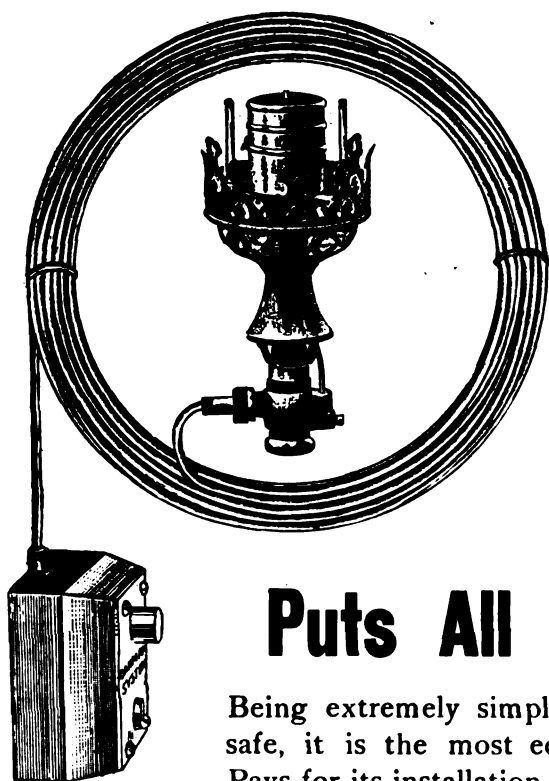
vold Co., which has been located for nearly four years at Ninth and Commerce streets, engaged in business in stoves, ranges and sheet iron, will soon move to the present location of the Washington Hardware Co., and will thereafter continue their present business in addition to handling Hardware. H. D. Cowles, president, and E. K. Reynolds, secretary, of the Washington Hardware Co., recently purchased an interest in the Hunt & Mottet Hardware Co., and will join the latter as soon as the transfer to the Fuller-Knatvold Co. is completed.

Thor, Ia.—Chris Peterson has purchased the Hardware business of F. B. Jacobson.

Waverly, Kans.—D. J. Jackson has purchased the Hardware store of C. J. Reed.

Winder, Ga.—Smith, Bush & Co. will open a Hardware store here in September.

The Oakman System of Distance Gas Lighting



You want it---we have it. Of all the distance gas lighting apparatus ever put on the market, The Oakman System

Puts All Others In The Shade

Being extremely simple—thoroughly practical absolutely reliable and safe, it is the most economic and convenient device on the market. Pays for its installation in a short time.

That's why you should investigate its merits as a seller. *Write us to-day for full particulars.*

OAKMAN MFG. CO., 84-86 CHAMBERS ST.,
NEW YORK, U. S. A.

WARNING!

TO WHOM IT MAY CONCERN:

We have been advised that the Automatic door closing device made by the American Hardware Mfg. Co., of Ottawa, Ill., and put on the market under the name of the American door catch, is an infringement on our rights under our letters patent, No. 652,828, dated July 3, 1900. We have accordingly brought suit for infringement against the American Hardware Mfg. Co. in the United States Court. All persons are hereby warned against making, selling or using the device known as the American Door Catch, as we shall vigorously protect our rights.

THE E. L. WATROUS MFG. CO., Inc., Des Moines, Iowa.

WATROUS AUTOMATIC DOOR CATCH

TWO-THIRDS ACTUAL SIZE.

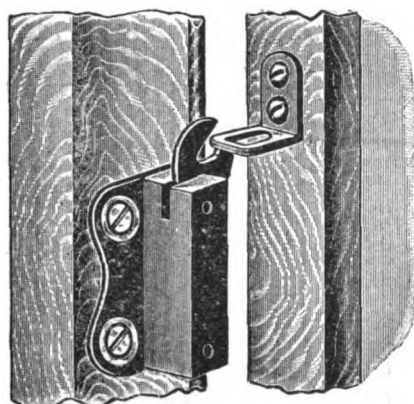
PATENT APPLIED FOR.

For screen doors, storm doors, office gates, etc. Holds the door tight shut and prevents sagging open at the top or standing ajar.

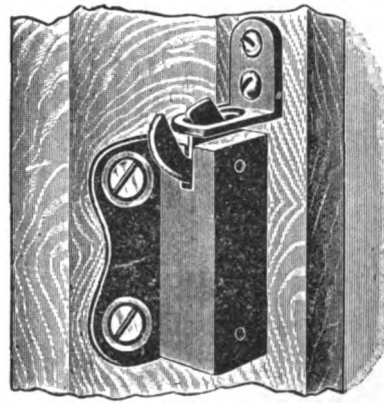
Neatest, cheapest and best acting door catch on the market. No templet needed. Anyone can put it on in two minutes. The lightest trip and the strongest hold. Mounted Model free with each first order of three dozen or more. If your jobber does not carry it, write us and we will give you name of someone covering your territory who does.



Japanned Steel Door Buttons.
Patent Applied For.



OPEN



CLOSED

Half the weight of the cast, much stronger, and will not break. No higher in price and twice as good. Made in all sizes from 1½ to 2½ inches.



Insist on having them. Carried by all leading jobbers. Write us for samples and name of nearest jobber.

THE E. L. WATROUS MFG. CO., - - Des Moines, Iowa.

The

Caloric Fireless Cookstove

Does all Kinds of Cooking—

Boiled and Roasted Meats,
Poultry, Game, Sauces,
Fish, Soups, Vegetables,
Cereals, Fruit Preserves,
Puddings, etc.

With less fuel, less labor and an economy of time and with
better results than any other method of cooking.

No smoke—smell— evaporation. No cook needed.

15 days trial.

Money refunded if results are not as guaranteed.

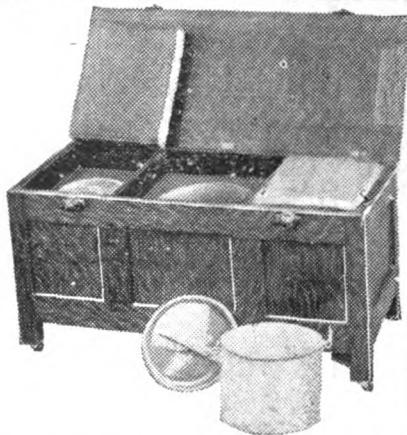
Send for illustrated booklet, terms and prices.

AGENTS WANTED.

Caloric Fireless Cookstove Co.

124 Pearl Street

GRAND RAPIDS, MICH.



We make a specialty of making to order only,
a superior quality of **Cast Steel Wire Springs**,
either for extension or compression.

These Springs are all oil tempered and are
made of an extra quality of wire drawn specially
for our own use, of the same grade of stock as we
use for the Springs that we put in our Spring Scales



JOHN CHATILLON & SONS,

85 to 93 Cliff St. & No. 13 Jacob St.,

Established 1835, NEW YORK CITY.



FLEXIBLE FLYER

"The Sled That Steers"

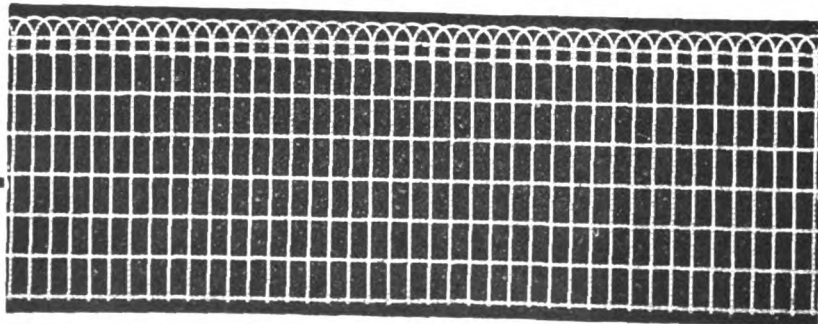
Flexible Flyers are guided by the steering bar
which springs the STEEL RUNNERS to the right or to the left, as
desired. The bar is operated by the hands in lying down and by the
feet and hands combined when sitting up. This makes the Flexible
Flyers the fastest, safest and most comfortable coasters in the world,
and increases immensely the pleasure of their use.

THE BEST SLED FOR EVERY BOY.
THE ONLY SLED GIRLS CAN PROPERLY CONTROL.
GO THE FASTEST ON THE HILL.
SELL THE FASTEST IN THE STORE.

S. L. ALLEN & CO.

Box 1100 V.

Philadelphia, Pa.



"Cyclone" Ornamental Fence and Gates

are a good line for the Dealer, whether they handle our farm fence or not. Built up to
6½ feet high. We carry a stock in New York City for nearby deliveries.

CYCLONE WOVEN WIRE FENCE CO.

Holly, Mich.

Cleveland, Ohio.

Waukegan, Ill.

LOOK

each ad in the face. It is a salesman. If you
doubt his words, write to the firm he repre-
sents. If you believe him—write anyway.
Always Mention "HARDWARE" for having
"put you wise."

SUN

White Light
No Smoke

Gasoline Torches

Out-door or In-door use—
Single or double.

Wind can't blow them out.

Capacity

Six quarts gasoline give ten
hours' white light.

Tank practically seam-
less and of heavy Block
Tin, dipped in best
Japan and baked ten
hours, making the dura-
bility very great.

Confidential prices on
application.

Big Catalog Free.

SUN STOVE CO.

Detroit, Mich.



You Can Save Money

On Special Butchers' Ma-
chinery and Repairs of Hand
and Power Meat Choppers.
Let us quote you prices.

Cleveland Butchers Supply Co.
2315 Pearl Street, CLEVELAND, OHIO

100 Perfection Paper
Fasteners, mailed for
10 cts. Schooley Novelty Co., Homestead, Pa.



U.S.A.

Robert Murray.

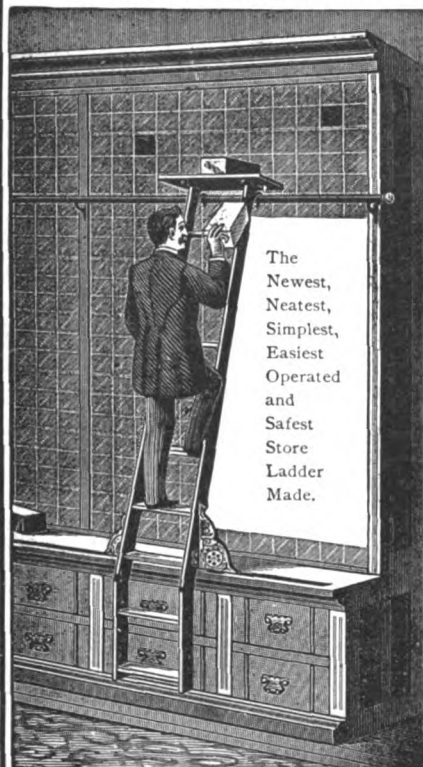
24 Duane St.,
New York City.

General Hardware

Agent for Atlantic Screw Works.
Wood Screws of Every Description.
Agent for Maynard's Socket Shovels.

The BICYCLE STEP LADDER.

Especially adapted for Hardware Stores.



Ask about the new **noiseless** track.
Highest award World's Fair.

WRITE US.

THE BICYCLE STEP LADDER CO.,
65 Randolph St., CHICAGO, ILL.



Don't Steer

Your business craft through untried channels in the clipper line.

It's dangerous. You hazard profits—repeat orders and last but not least—your business reputation—your most

precious asset.

Try the time-tested, loss-proof and customer-fetching

GATES CLIPPERS

We make all kinds of clippers for all kinds of hair.

For twenty-five years they have steered many a dealer straight to the goal of profits.

Try a sample order this Fall and see!

You ought to have our catalog and prices.

Coates Clipper Co., Worcester, Mass.

JOHN H. GRAHAM & CO., Sole Selling Agents
113 Chambers St., New York

Hardwaremen's Exchange

Notices of HELP WANTED or SITUATIONS WANTED will be inserted in this column, for subscribers, free of charge. Should not exceed four lines. Notices of SIDE LINE OFFERED, SIDE LINE WANTED and ALL OTHER NOTICES, two cents per word. No ad. received less than three lines

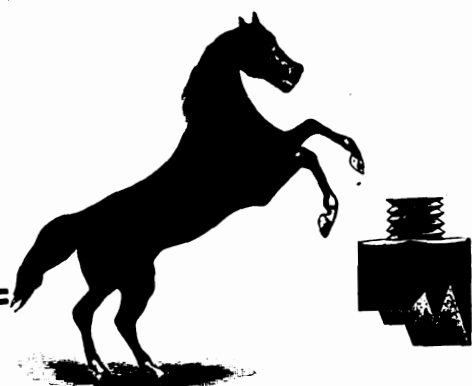
For Sale.

IN county seat, town of 7,000, in Central Southern Nebraska, sewerage, water, electric lights and gas, and paved streets. Stock invoices \$8,500; sales, \$30,000; employ a plumber and trimmer. Fine farming country and stock is clean and in a very attractively arranged store. Address "B," care HARDWARE.

Position Wanted.

WRITE us to-day for latest issue of "OPPORTUNITIES" containing descriptions of high grade positions now open for salesmen, executive, clerical and technical men; salaries \$1,000-\$5,000. It is free for the asking. HAPGOODS, 305 Broadway, N. Y.

HARDWARE salesman wants position with large Hardware firm; inside or out, having seven years experience. W. B. B., 101 Steuben Street, Brooklyn, N. Y.



Don't Jump

At conclusions about Horse Calks so long as you've never handled a single set of

"ALWAYS SHARP" CALKS

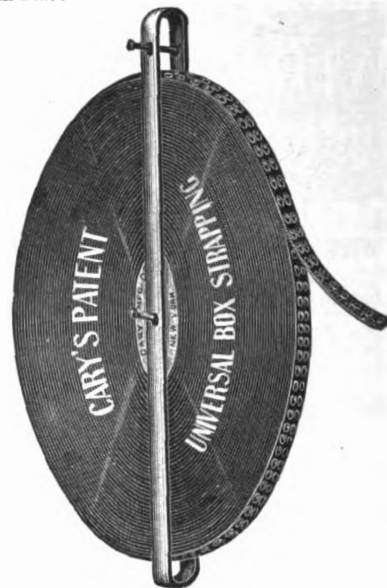
Extensive and severe Government tests have proved them the best in every particular. Don't believe us, but---send for our Testimonials, circulars and prices. They will convert you to the selling of "Always Sharps."

Write to-day.

ALWAYS SHARP CALK MFG. CO.,
JERSEY CITY, N. J.

CARY'S UNIVERSAL BOX STRAP

A continuous Metal Strap with a series of raised bosses along edges to strengthen it and to protect nail-heads.



Put up in coils 300 feet each.

Patent Metal Reel Frame with each coil.
Straps made in four widths: $\frac{1}{2}$, $\frac{3}{8}$, $\frac{1}{4}$ and $\frac{1}{8}$ inch.
Patented in all countries.

CARY MFG. CO.,
19 & 21 Roosevelt Street, New York.
Cable Address: CARLEIO

THE SPIDER

"NEVER-BREAK"



that will not scorch or burn even the most delicate dainty, sauce or gravy.

Will not absorb grease or flavor.

Does not get smeary, dirty, unsanitary.

Always clean, sweet, hygienic. Never warps.

*Name always stamped on the handle.
You should have our complete catalog.*

THE AVERY STAMPING CO., Cleveland, Ohio.
Exclusive Manufacturers.

Consult

our catalog file for anything you need in the hardware line.

We keep it up-to-date for your benefit.

Write --- wire or telephone us.

DON'T FAIL
TO MENTION "HARDWARE"
WHEN WRITING
TO
THESE ADVERTISERS.

PAINTS, OILS AND COLORS.

Oils

| | |
|--|---------|
| Linseed, City, raw, in barrels, $\frac{1}{2}$ gal. | 40c |
| Linseed, City, boiled, in bbls. | 42c |
| Out of Town, on spot, $\frac{1}{2}$ gal. | 38c |
| Calcutta, raw, in barrels, $\frac{1}{2}$ gal. | 60c |
| Lard, prime city, $\frac{1}{2}$ gal. | 71c-72c |
| Lard extra, No. 1 | 52c-53c |
| Lard, No. 1 | 42c-44c |

Paints and Colors

| | |
|---|----------------------------|
| Barytes, Foreign floated, $\frac{1}{2}$ ton | \$17.50@19.00 |
| Barytes, American floated, $\frac{1}{2}$ ton | \$18.00@19.00 |
| White Lead, American, dry, in bbls. | 64c |
| White Lead, American, in oil, in lots of less than 500 lbs. | $\frac{1}{2}$ lb. net, 75c |
| In lots of 500 lbs. and over, $\frac{1}{2}$ lb. | 75c |
| White Lead Eng., in oil, $\frac{1}{2}$ lb. | 95c@98c |
| Zinc, American dry, $\frac{1}{2}$ lb. | 4 1/2 - 5c |

Putty, Commercial — $\frac{1}{2}$ ton

| | |
|--------------------------|--------------|
| In bladders | \$1.65 @1.85 |
| In bbls or tubs | 1.50 @1.40 |
| In 1 lb. to 5 lb cans | 2.00 @2.30 |
| In 15 1/2 to 20 lbs cans | @1.25 1.45 |

Spirits Turpentine

| | |
|------------------|-------------|
| In regular bbls. | 62c-63 1/2c |
| In machine bbls. | 63 1/2c-64c |

Dry Colors

| | |
|-----------------------------------|----------------------|
| Blue, Chinese | $\frac{1}{2}$ lb 25c |
| Blue, Prussian | 25c-26c |
| Blue, Ultramarine | 25c-26c |
| Sienna, Italian, burnt & powdered | 25c-26c |
| Sienna, Italian, raw & powdered | 25c-26c |
| Umber, Turkey, burnt | 25c-26c |
| Umber, Turkey, raw | 25c-26c |
| Green, Chrome, ordinary | 15 1/2 - 16 1/2c |
| Green, Paris, in kegs | 15 1/2 - 16 1/2c |
| Indian, Red, American | 15 1/2 - 16 1/2c |
| Indian, Red, English | 15 1/2 - 16 1/2c |

Colors in Oil

| | |
|-------------------|--------------|
| Black Ivory, best | 16 - 20c |
| Blue, Chinese | 25c-26c |
| Blue, Prussian | 25c-26c |
| Blue, Ultramarine | 14 1/2 - 15c |
| Sienna, burnt | 25c-26c |
| Sienna, raw | 25c-26c |
| Umber, burnt | 25c-26c |
| Umber | 11 1/2 - 12c |

PRICES CURRENT

The prices in this Prices Current are intended for the Hardware trade only, and for such quantities as are usually purchased by retail dealers. They are carefully revised and represent quotations at which purchases can be made. Very small quantities, and broken packages, frequently make higher prices necessary.

Subscribers are requested to notify us of any discrepancies, as we desire to make this department of our paper worthy of their constant attention.

The list prices, from which discounts are given, will always be furnished the dealer upon request, by the manufacturer quoted.

| Ammunition | |
|--|------------------|
| CAPS—PERCUSSION— | |
| Eley's E. B. | 50¢/55¢ |
| G. D. | per M 34¢/35¢ |
| F. L. | per M 40¢/42¢ |
| G. E. | per M 48¢/50¢ |
| Musket. | per M 62¢/65¢ |
| PRIMERS— | |
| Berdan Primers \$2.00 per M. | 20¢/25¢ |
| B. L. Caps (Sturtevant Shells) \$2.00 per M. | 20¢ |
| All other Primers per M. \$1.50 to \$1.00. | |
| CARRIDGES— | |
| Blank Cartridges— | |
| 22 C. F. | 10¢/5¢ |
| 28 C. F. | 10¢/5¢ |
| 22 cal., Rim. | 10¢/5¢ |
| 22 cal., Rim. | 10¢/5¢ |
| B. B. Caps. Con. Ball, wgt. | \$1.50 |
| B. B. Caps. Round Ball. | \$1.49 |
| Cent. Fire. | 25¢ |
| Target and Sporting Rifle. | 15¢/5¢ |
| Primed Shells and Bullets. | 15¢/10¢ |
| Rim Fire Sporting. | 50¢ |
| Rim Fire Military. | 15¢/5¢ |
| SHELLS, EMPTY— | |
| Brass Shells: | |
| First quality, all gauges. | 60¢/5¢ |
| Climax, Club, Rival, 10 and 12 gge. | 65¢/5¢ |
| Paper Shells: | |
| Acme, Ideal, Leader, New Rapid. | |
| Magie, 10, 12, 16 and 20 gauge. | 25¢/5¢ |
| Blue Rival, New Climax, Challenge. | |
| Monarch, Defiance, New Victor, Repeater. | |
| Yellow Rival, 10, 12, 16 and 20 gauge. | 20¢ |
| Climax, Union, League, New Rival, 10 and 12 gauge. | 25¢ |
| Climax, Union, League, New Rival, 14, 16 and 20 gauge (\$7.50 list). | 20¢ |
| Expert, Metal lined, and Pigeon, 10, 12, 16 and 20 gauge. | 35¢/5¢ |
| SHELLS, LOADED— | |
| Black Powder. | |
| Smokeless Powder, medium grade. | 40¢/5¢ |
| Smokeless Powder, high grade. | 40¢/10¢ |
| SHOT— | |
| Drop, up to B 25 lb bag. | \$1.80 |
| Drop, B and larger, per 25 lb bag. | 2.05 |
| Black, 25 lb bag. | 2.05 |
| Chilled, 25 lb bag. | 2.05 |
| Dust Shot, 25 lb bag. | 2.25 |
| GUN WADS—\$ 1000— | |
| B. E., 11 up. | \$ 60 |
| B. E., 9 and 10. | 70 |
| B. E., 8. | 80 |
| B. E., 7. | 90 |
| P. E., 11 up. | 1.00 15¢ |
| P. E., 9 and 10. | 1.25 |
| P. E., 8. | 1.50 |
| P. E., 7. | 1.50 |
| Ely's B. E., 11 and larger. | \$1.70¢/175 |
| Ely's P. E., 12 to 20. | \$3.00¢/35.25 |
| Animal Pokes | |
| Iowa Farming Tools. | ¢ doz. |
| Hawkeye. | \$1.25 |
| Western. | 4.00 |
| Anti-Rattlers | |
| Fernald, Quick Shift, ¢ doz. pair, net. | \$2.00 |
| Burton's, ¢ doz. pair, Nos. 2 and 5. | 50¢ |
| Per doz. pair, No. 1. | 75¢ |
| Per doz. pair, No. 4. | 1.00 |
| Kohler's. | ¢ Gro. |
| Daisy, No. 4. | Net. \$4.80 |
| Perfect, No. 2. | Net. 6.00 |
| Bolt Holder, No. 1. | Net. 8.40 |
| Anvils | |
| American "Horse-Shoe". | 9¢/c |
| Arm and Hammer. | 8¢/c |
| Eagle Anvil, ¢ lb, net. | 6¢/c |
| Hay-Budden, Wrought. | 9¢/c |
| Peter Wright's. | 9¢/c |
| Trenton. | 9¢/c |
| Columbian, all steel, ¢ lb, net. | 9¢ |
| ANVIL AND VISE COMBINED— | |
| Millers Falls (with drill). | \$15.00, 15¢/10¢ |
| Augers and Auger Bits | |
| Boring Machine Snells. | 70¢ |
| Com. Auger Bits. | 75¢/75¢/5¢ |
| Forstner Pat. Bits. | 25¢ |
| Ford Auger Bit Co. | |
| Auger Bits. | 40¢/40¢/5¢ |
| Machine Bits. | 40¢/40¢/5¢ |
| C. E. Jennings & Co. | |
| D'ble Spur pattern, No. 30. | 40¢/7¢/410¢ |
| Nobles Double Spur, No. 32. | 55¢/10¢ |
| No. 10, Extension Lip. | 25¢/10¢ |
| Car Bits, No. 10. | 25¢/10¢ |
| Car Bits, No. 30. | 40¢/7¢/410¢ |
| Ring Augers. | 60¢/10¢/5¢ |
| Jennings' Pattern. | 50¢/10¢/5¢ |
| Snell's Auger and Car Bits. | 50¢/10¢/5¢ |
| Extra. | 60¢/10¢/10¢ |
| No. 1. | 60¢/10¢/10¢/10¢ |
| Russell Jennings' Augers and Bits. | 25¢/10¢/2¢/5¢ |
| BULLAW AUGERS— | |
| Acme. | 55¢/10¢ |
| Robinson's Adjustable. | 55¢/10¢ |
| Robinson's Adjustable. | Net prices |
| 70¢. | 55¢/10¢ |
| Millers Falls, Goodell. | 15¢/7¢/410¢ |
| Universal, each \$4.50. | 25¢ |

| | | | |
|--|------------------------|---|------------------------|
| COW— | | Braces | |
| Common wrought. | 75¢/75¢/10¢ | Barber's. | 60¢/10¢/10¢/5¢/10¢ |
| Kentucky. | 70¢/70¢/10¢ | Barber's Ratchet. | 60¢/50¢/10¢ |
| Kentucky, Sargent's list. | 70¢ | Common Ball American. | 60¢/50¢/10¢ |
| Texas Star. | 50¢ | Ives'. | |
| Western, Sargent's list. | 70¢/70¢/10¢ | Barber's. | 60¢/5¢ |
| Bellows | | Barber's Ratchet. | 60¢/50¢/10¢ |
| Blacksmiths. | 65¢/10¢/70¢ | New Haven Novelty. | 70¢ |
| Hand. | 25¢/10¢ | New Haven Ratchet. | 60¢/10¢ |
| Moulders. | 25¢/10¢ | Spofford. | 60¢/5¢ |
| Belting Rubber | | C. E. Jennings & Co. | |
| Boston Belting Co: | | No. 105¢/114¢. | 50¢/10¢ |
| "Boston". | 50¢ | No. 205¢/224¢. | 50¢/10¢ |
| "Imperial," seamless stitched. | 45¢ | Lancaster Mach. & Knife Works. | 50¢ |
| Niagara. | 60¢ | Gen. Spofford's. | 50¢ |
| New Jersey Car Spring & Rubber Co. | | Brackets | |
| Reliable. | 60¢/10¢ | Griffin's Folding. | 70¢/10¢ |
| Staple. | 60¢/10¢ | Griffin's Pressed Steel. | 50¢/80¢/10¢ |
| Bench Stops | | Bradley's Pat., full cases. | 50¢/10¢/50¢/10¢/10¢ |
| Morrill's No. 1, \$10.00 per doz.; No. 2. | | Bradley's, in broken cases. | 80¢/10¢ |
| \$13.50. | 50¢ | Baine's Adjustable. | 25¢ |
| Seymour Smith & Sons. | 55¢/10¢ | Bracket Saw Frames | |
| Miller's Falls. | 15¢/10¢ | Miller's Falls Co. | 25¢/10¢ |
| Weston's. | 40 | Bracket Sets | |
| Binder Twine | | Miller's Falls Co. | 35¢/10¢ |
| Per Pound | | Bright Wire Goods | |
| Sisal. | 10¢ | Standard list, June 24, 1905. | 70¢/25 |
| Standard. | 10¢ | Bull Rings | |
| Standard Manila. | 11¢ | Humason, Beckley & Co's. | 60¢ |
| Manila. | 13¢ | Rea's 2 1/2 in. net, ¢ doz. | \$1.50 |
| Pure Manila. | 13¢ | Sargent's. | 50¢ |
| Bit Holders. | | Seymour Smith & Sons. | 60¢ |
| Angular. | 45¢ | Bull Punches | |
| Extension. | 40¢/10¢ | Humason & Beckley's, ¢ doz. net. | \$3.00 |
| Barber's, ¢ doz. \$15.00. | 45¢/50¢ | Butchers' Cleavers | |
| Ives' ¢ doz. \$20.00. | 60¢/10¢ | New List, Feb. 1, 1906: | |
| Blind Adjusters | | Foster Bros., flat heads. | 80¢ |
| Columbian. | 35¢/5¢ | Foster Bros., round heads. | 80¢ |
| Domestic, ¢ doz. \$3.00. | 35¢/5¢ | Lancaster Mach. & Knife Works. | 80¢/60¢ |
| Excelstor, ¢ doz. \$10.00. | 50¢/10¢/5¢ | L. & I. J. White. | 80¢ |
| North's. | 10¢ | Plumb's. | 80¢/5¢ |
| Zimmerman's. | 50¢/50¢/10¢ | Butcher Knives | |
| Blind Fastenings and Tenons | | See Knives. | |
| Security Gravity, ¢ gr. | \$3.00 | Butchers' Saw Blades | |
| Zimmerman's. | 50¢/50¢/10¢ | Miller's Falls Co., Star. | 140¢/15¢/10¢ |
| Blocks, Tackle | | C. E. Jennings & Co. | 80¢/10¢ |
| Eddy's. | 50¢/10¢/50¢ | Butter and Cheese Triers | |
| Harley Steel. | 40¢/10¢/50¢/5¢ | Ordinary Black Handle. | 25¢ |
| Iron Strapped, Japanned Sheaves. | 70¢/10¢ | Humason & Beckley's. | 40¢ |
| Iron Strapped, Lig Vitae Sheaves. | 60¢ | Butt and Rabbit Gauges | |
| Rope Strapped, Japanned Sheaves. | 65¢/10¢ | Stanley's. | 25¢/10¢ |
| L. V. Sheaves. | 40¢ | Butts | |
| Lance. | | HRAS8— | |
| Junior, Self Sustaining. | 50¢ | Wrought Brass, list September, 1898. | 15¢ |
| Pat. Automatic. | 50¢ | CASTIRON— | |
| Perfect Safety. | 50¢ | Fast Joint, broad. | 40¢/10¢/40¢ |
| Stowell, Novelty Block. | 50¢/10¢ | Fast Joint, narrow. | 40¢/10¢/40¢ |
| Bolts | | Loose Joint. | 70¢/25¢/75¢ |
| DOOR AND SHUTTER— | | Loose Joint, Japanned. | 70¢/25¢/75¢ |
| Cast Iron Barrel, Square, &c. | 60¢/10¢ | Loose Joint, Jap. with Acorns. | 70¢/25¢/75¢ |
| Cast Iron Bolt. | 60¢/10¢ | Loose Pin. | 70¢/25¢/75¢ |
| Cast Iron Shutter Bolts. | 60¢/10¢ | Mayer's Hinges. | 70¢/25¢/75¢ |
| Ives' Patent Door Bolts. | 60¢ | Parliament Butts. | 70¢/25¢/75¢ |
| Wrought Barrel. | 50¢/80¢/10¢ | WROUGHT STEEL— | |
| Wrought Barrel Bolts, Griffin's. | 75¢/10¢ | Reversible and Broad. | |
| Wrought Square. | 70¢/70¢/10¢ | Light reversible, Light Narrow. | 75¢/5¢ |
| Wrt Shutter, S'tard list. | 50¢/10¢/50¢/10¢/5¢ | Loose Joint, Narrow L't, Inside. | 75¢/10¢ |
| Wrought Spring, Sargent's. | 70¢/10¢/75¢ | Blind, etc. | 75¢ |
| CARRIAGE, MACHINE, & C— | | Back Flaps, Table Chest. | 70¢/10¢ |
| Common carriage (cut thread), 1/2 x 5 and smaller. | 75¢ | Calipers | |
| Larger and longer. | 65¢/5¢ | Bemis & Call: | |
| Phila. Eagle, \$5.00 list May 24, '99. | 80¢ | Wing. | 60¢ |
| Bolt ends, list Feb. 14, '96. | 65¢/10¢ | Double. | 65¢ |
| Bolt ends, with C and T nuts. | 65¢/5¢ | Inside and outside. | 65¢ |
| Machine, 1/2 x 5 and smaller. | 75¢ | Straight leg. | 65¢ |
| Machine, larger and longer. | 65¢/10¢ | Call's Pattern, inside. | 65¢ |
| TIRE— | | Can Openers | |
| American Screw Co: | | American. | ¢ gross, \$1.75¢/25.00 |
| Bay State, plain, list Dec. 28, '99. | 80¢ | Goodell's Acme. | ¢ gross, 6.00 |
| Bay State, fluted. | 80¢ | Hopper's. | ¢ gross, 15.00 |
| Eagle Phila. | 82¢/5¢ | No. 1, iron handle. | ¢ gross, 32.00 |
| Norway, Phila. | 80¢ | Sardine Sissors. | ¢ gross, 11.75 |
| Common. | 75¢/10¢/80¢ | Sardine Sissors, orgd steel, ¢ gross. | 11.75 |
| Norway, Phila. | 80¢ | Sprague, No. 1, \$2.00; 2, 2.25; 3, 2.50. | 80¢/80¢/10¢ |
| Portchester, Norway. | 80¢ | Cartridges | |
| Phila. | 82¢/5¢ | See Ammunition. | |
| STOVE AND FLOW— | | Casters | |
| Flow. | 65¢/10¢ | Red. | 70¢/70¢/10¢ |
| Stove. | 87¢/10¢ | French or Philadelphia iron wheel. | 75¢/75¢/10 |
| MISCELLANEOUS— | | Plate. | 60¢/60¢/10 |
| Hink. | 80¢ | Payson's Furniture. | 70¢/10¢/10 |
| Bone Mills | | Payson's Truck. | 70¢/10 |
| Enterprise. | 25¢/80¢ | Standard, Ball Bearing. | 25 |
| Stearns. | 40¢ | Cattle Leaders | |
| Borers, Tap | | Humason, Beckley & Co's. | 70¢ |
| Enterprise. | 30¢/25¢ | Sargent's. | 70¢/10¢ |
| Each. | \$1.25, \$1.75, \$2.50 | Welton's. | 70¢/10¢ |
| Nos. | 1 2 3 | Chain | |
| C. E. Jennings & Co. | | American Coil, Straight Link. | |
| No. 6. | 30¢/10¢ | Inch | ¢ 100 Lbs. |
| No. 10. | 25¢/10¢ | 1/8. | 5.00 |
| Common ring. | 30¢/10¢ | 1/4. | 5.50 |
| Ives. | 25¢/10¢ | 3/8. | 6.00 |
| Boring Machines | | 1/2. | 6.50 |
| WITHOUT AUGERS— | | 3/4. | 7.00 |
| Upright. Angular. | | 1. | 7.50 |
| Jennings'. | 25¢/5¢ | 1 1/4. | 8.00 |
| Miller's Falls. | \$7.50, 15¢/10¢ | 1 1/2. | 8.50 |
| Snell's, Rice's Pat. | \$3.50, \$4.75 | 2. | 9.00 |
| Ajax. | 40¢ | 2 1/2. | 9.50 |
| Phillips. | \$4.00 net | 3. | 10.00 |
| Bow Pins | | 3 1/2. | 10.50 |
| Hotchkiss. | 60¢/10¢ | 4. | 11.00 |
| Boxes, Mail | | 4 1/2. | 11.50 |
| Heller's. | 60¢/5¢ | 5. | 12.00 |
| Box Hooks | | 5 1/2. | 12.50 |
| Humason & Beckley's. | 60¢/10¢/10¢ | 6. | 13.00 |
| Box Openers | | 6 1/2. | 13.50 |
| Humason's. | ¢ doz. net \$5.00 | 7. | 14.00 |
| Bemis & Call's. | 65¢ | 7 1/2. | 14.50 |
| Box Scrapers | | 8. | 15.00 |
| Bradley's. | 20¢ | 8 1/2. | 15.50 |
| Box Strapping | | 9. | 16.00 |
| Cary Mfg. Co's., in case lots. | | 9 1/2. | 16.50 |
| "Universal". | 25¢/5¢ | 10. | 17.00 |
| Standard Metal Strap Co's. | 25¢/10¢/10¢/5¢ | 10 1/2. | 17.50 |
| Belting. | 25¢/10¢/10¢/5¢ | 11. | 18.00 |
| Braces | | 11 1/2. | 18.50 |
| Barber's. | 60¢/10¢/10¢/5¢/10¢ | 12. | 19.00 |
| Barber's Ratchet. | 60¢/50¢/10¢ | 12 1/2. | 19.50 |
| Common Ball American. | 60¢/50¢/10¢ | 13. | 20.00 |
| Ives'. | | 13 1/2. | 20.50 |
| Barber's. | 60¢/5¢ | 14. | 21.00 |
| Barber's Ratchet. | 60¢/50¢/10¢ | 14 1/2. | 21.50 |
| New Haven Novelty. | 70¢ | 15. | 22.00 |
| New Haven Ratchet. | 60¢/10¢ | 15 1/2. | 22.50 |
| Spofford. | 60¢/5¢ | 16. | 23.00 |
| C. E. Jennings & Co. | | 16 1/2. | 23.50 |
| No. 105¢/114¢. | 50¢/10¢ | 17. | 24.00 |
| No. 205¢/224¢. | 50¢/10¢ | 17 1/2. | 24.50 |
| Lancaster Mach. & Knife Works. | 50¢ | 18. | 25.00 |
| Gen. Spofford's. | 50¢ | 18 1/2. | 25.50 |
| Brackets | | 19. | 26.00 |
| Griffin's Folding. | 70¢/10¢ | 19 1/2. | 26.50 |
| Griffin's Pressed Steel. | 50¢/80¢/10¢ | 20. | 27.00 |
| Bradley's Pat., full cases. | 50¢/10¢/50¢/10¢/10¢ | 20 1/2. | 27.50 |
| Bradley's, in broken cases. | 80¢/10¢ | 21. | 28.00 |
| Baine's Adjustable. | 25¢ | 21 1/2. | 28.50 |
| Bracket Saw Frames | | 22. | 29.00 |
| Miller's Falls Co. | 25¢/10¢ | 22 1/2. | 29.50 |
| Bracket Sets | | 23. | 30.00 |
| Miller's Falls Co. | 35¢/10¢ | 23 1/2. | 30.50 |
| Bright Wire Goods | | 24. | 31.00 |
| Standard list, June 24, 1905. | 70¢/25 | 24 1/2. | 31.50 |
| Bull Rings | | 25. | 32.00 |
| Humason, Beckley & Co's. | 60¢ | 25 1/2. | 32.50 |
| Rea's 2 1/2 in. net, ¢ doz. | \$1.50 | 26. | 33.00 |
| Sargent's. | 50¢ | 26 1/2. | 33.50 |
| Seymour Smith & Sons. | 60¢ | 27. | 34.00 |
| Bull Punches | | 27 1/2. | 34.50 |
| Humason & Beckley's, ¢ doz. net. | \$3.00 | 28. | 35.00 |
| Butchers' Cleavers | | 28 1/2. | 35.50 |
| New List, Feb. 1, 1906: | | 29. | 36.00 |
| Foster Bros., flat heads. | 80¢ | 29 1/2. | 36.50 |
| Foster Bros., round heads. | 80¢ | 30. | 37.00 |
| Lancaster Mach. & Knife Works. | 80¢/60¢ | 30 1/2. | 37.50 |
| L. & I. J. White. | 80¢ | 31. | 38.00 |
| Plumb's. | 80¢/5¢ | 31 1/2. | 38.50 |
| Butcher Knives | | 32. | 39.00 |
| See Knives. | | 32 1/2. | 39.50 |
| Butchers' Saw Blades | | 33. | 40.00 |
| Miller's Falls Co., Star. | 140¢/15¢/10¢ | 33 1/2. | 40.50 |
| C. E. Jennings & Co. | 80¢/10¢ | 34. | 41.00 |
| Butter and Cheese Triers | | 34 1/2. | 41.50 |
| Ordinary Black Handle. | 25¢ | 35. | 42.00 |
| Humason & Beckley's. | 40¢ | 35 1/2. | 42.50 |
| Butt and Rabbit Gauges | | 36. | 43.00 |
| Stanley's. | 25¢/10¢ | 36 1/2. | 43.50 |
| Butts | | 37. | 44.00 |
| HRAS8— | | 37 1/2. | 44.50 |
| Wrought Brass, list September, 1898. | 15¢ | 38. | 45.00 |
| CASTIRON— | | 38 1/2. | 45.50 |
| Fast Joint, broad. | 40¢/10¢/40¢ | 39. | 46.00 |
| Fast Joint, narrow. | 40¢/10¢/40¢ | 39 1/2. | 46.50 |
| Loose Joint. | 70¢/25¢/75¢ | 40. | 47.00 |
| Loose Joint, Japanned. | 70¢/25¢/75¢ | 40 1/2. | 47.50 |
| Loose Joint, Jap. with Acorns. | 70¢/25¢/75¢ | 41. | 48.00 |
| Loose Pin. | 70¢/25¢/75¢ | 41 1/2. | 48.50 |
| Mayer's Hinges. | 70¢/25¢/75¢ | 42. | 49.00 |
| Parliament Butts. | 70¢/25¢/75¢ | 42 1/2. | 49.50 |
| WROUGHT STEEL— | | 43. | 50.00 |
| Reversible and Broad. | | 43 1/2. | 50.50 |
| Light reversible, Light Narrow. | 75¢/5¢ | 44. | 51.00 |
| Loose Joint, Narrow L't, Inside. | 75¢/10¢ | 44 1/2. | 51.50 |
| Blind, etc. | 75¢ | 45. | 52.00 |
| Back Flaps, Table Chest. | 70¢/10¢ | 45 1/2. | 52.50 |
| Calipers | | 46. | 53.00 |
| Bemis & Call: | | 46 1/2. | 53.50 |
| Wing. | 60¢ | 47. | 54.00 |
| Double. | 65¢ | 47 1/2. | 54.50 |
| Inside and outside. | 65¢ | 48. | 55.00 |
| Straight leg. | 65¢ | 48 1/2. | 55.50 |
| Call's Pattern, inside. | 65¢ | 49. | 56.00 |
| Can Openers | | 49 1/2. | 56.50 |
| American. | ¢ gross, \$1.75¢/25.00 | 50. | 57.00 |
| Goodell's Acme. | ¢ gross, 6.00 | 50 1/2. | 57.50 |
| Hopper's. | ¢ gross, 15.00 | 51. | 58.00 |
| No. 1, iron handle. | ¢ gross, 32.00 | 51 1/2. | 58.50 |
| Sardine Sissors. | ¢ gross, 11.75 | 52. | 59.00 |
| Sardine Sissors, orgd steel, ¢ gross. | 11.75 | 52 1/2. | 59.50 |
| Sprague, No. 1, \$2.00; 2, 2.25; 3, 2.50. | 80¢/80¢/10¢ | 53. | 60.00 |
| Cartridges | | 53 1/2. | 60.50 |
| See Ammunition. | | 54. | 61.00 |
| Casters | | 54 1/2. | 61.50 |
| Red. | 70¢/70¢/10¢ | 55. | 62.00 |
| French or Philadelphia iron wheel. | 75¢/75¢/10 | 55 1/2. | 62.50 |
| Plate. | 60¢/60¢/10 | 56. | 63.00 |
| Payson's Furniture. | 70¢/10¢/10 | 56 1/2. | 63.50 |
| Payson's Truck. | 70¢/10 | 57. | 64.00 |
| Standard, Ball Bearing. | 25 | 57 1/2. | 64.50 |
| Cattle Leaders | | 58. | 65.00 |
| Humason, Beckley & Co's. | 70¢ | 58 1/2. | 65.50 |
| Sargent's. | 70¢/10¢ | 59. | 66.00 |
| Welton's. | 70¢/10¢ | 59 1/2. | 66.50 |
| Chain | | 60. | 67.00 |
| American Coil, Straight Link. | | 60 1/2. | 67.50 |
| Inch | ¢ 100 Lbs. | 61. | 68.00 |
| 1/8. | 5.00 | 61 1/2. | 68.50 |
| 1/4. | 5.50 | 62. | 69.00 |
| 3/8. | 6.00 | 62 1/2. | 69.50 |
| 1/2. | 6.50 | 63. | 70.00 |
| 3/4. | 7.00 | 63 1/2. | 70.50 |
| 1. | 7.50 | 64. | 71.00 |
| 1 1/4. | 8.00 | 64 1/2. | 71.50 |
| 1 1/2. | 8.50 | 65. | 72.00 |
| 2. | 9.00 | 65 1/2. | 72.50 |
| 2 1/2. | 9.50 | 66. | 73.00 |
| 3. | 10.00 | 66 1/2. | 73.50 |
| 3 1/2. | 10.50 | 67. | 74.00 |
| 4. | 11.00 | 67 1/2. | 74.50 |
| 4 1/2. | 11.50 | 68. | 75.00 |
| 5. | 12.00 | 68 1/2. | 75.50 |
| 5 1/2. | 12.50 | 69. | 76.00 |
| 6. | 13.00 | 69 1/2. | 76.50 |
| 6 1/2. | 13.50 | 70. | 77.00 |
| 7. | 14.00 | 70 1/2. | 77.50 |
| 7 1/2. | 14.50 | 71. | 78.00 |
| 8. | 15.00 | 71 1/2. | 78.50 |
| 8 1/2. | 15.50 | 72. | 79.00 |
| 9. | 16.00 | 72 1/2. | 79.50 |
| 9 1/2. | 16.50 | 73. | 80.00 |
| 10. | 17.00 | 73 1/2. | 80.50 |
| 10 1/2. | 17.50 | 74. | 81.00 |
| 11. | 18.00 | 74 1/2. | 81.50 |
| 11 1/2. | 18.50 | 75. | 82.00 |
| 12. | 19.00 | 75 1/2. | 82.50 |
| 12 1/2. | 19.50 | 76. | 83.00 |
| 13. | 20.00 | 76 1/2. | 83.50 |
| 13 1/2. | 20.50 | 77. | 84.00 |
| 14. | 21.00 | 77 1/2. | 84.50 |
| 14 1/2. | 21.50 | 78. | 85.00 |
| 15. | 22.00 | 78 1/2. | 85.50 |
| 15 1/2. | 22.50 | 79. | 86.00 |
| 16. | 23.00 | 79 1/2. | 86.50 |
| 16 1/2. | 23.50 | 80. | 87.00 |
| 17. | 24.00 | 80 1/2. | 87.50 |
| 17 1/2. | 24.50 | 81. | 88.00 |
| 18. | 25.00 | 81 1/2. | 88.50 |
| 18 1/2. | 25.50 | 82. | 89.00 |
| 19. | 26.00 | 82 1/2. | 89.50 |
| 19 1/2. | 26.50 | 83. | 90.00 |
| 20. | 27.00 | 83 1/2. | 90.50 |
| 20 1/2. | 27.50 | 84. | 91.00 |
| 21. | 28.00 | 84 1/2. | 91.50 |
| 21 1/2. | 28.50 | 85. | 92.00 |
| 22. | 29.00 | 85 1/2. | 92.50 |
| 22 1/2. | 29.50 | 86. | 93.00 |
| 23. | 30.00 | 86 1/2. | 93.50 |
| 23 1/2. | 30.50 | 87. | 94.00 |
| 24. | 31.00 | 87 1/2. | 94.50 |
| 24 1/2. | 31.50 | 88. | 95.00 |
| 25. | 32.00 | 88 1/2. | 95.50 |
| 25 1/2. | 32.50 | 89. | 96.00 |
| 26. | 33.00 | 89 1/2. | 96.50 |
| 26 1/2. | 33.50 | 90. | 97.00 |
| 27. | 34.00 | 90 1/2. | 97.50 |
| 27 1/2. | 34.50 | 91. | 98.00 |
| 28. | 35.00 | 91 1/2. | 98.50 |
| 28 1/2. | 35.50 | 92. | 99.00 |
| 29. | 36.00 | 92 1/2. | 99.50 |
| 29 1/2. | 36.50 | 93. | 100.00 |
| 30. | 37.00 | 93 1/2. | 100.50 |
| 30 1/2. | 37.50 | 94. | 101.00 |
| 31. | 38.00</ | | |

Chains

| | |
|---------------------------------------|-----------------|
| Galvanized Pump chain, 1/2 lb. | 41/2@44/2c |
| lier. coil, list July 24, '97 | 60¢10¢60¢10¢10¢ |
| lier. Hatter chain, list July 24, '97 | 60¢10¢60¢10¢10¢ |
| Jack chain, Iron | 60¢10¢60¢10¢10¢ |
| Jack chain, Brass | 60¢10¢60¢10¢10¢ |
| Meida Wire Dog chains | 45¢60¢55¢ |
| Trace Wagon and Fancy Chains | 60¢60¢10¢ |
| New list | 60¢ |
| Hridgeport Trace chains | 65¢ |
| Stake chains | 65¢ |
| Heel chains | 80¢ |
| COW TIES— | |
| American | 45¢60¢ |
| Niagara | 45¢60¢10¢10¢55¢ |
| Covert Mfg. Co. | |
| Cotton | 45¢ |
| Hemp | 45¢ |
| Jute | 45¢ |
| Sisal | 35¢1/2 |

Chain Guards

| | |
|----------------------|-----|
| Aluminum S. & N. Co. | 50¢ |
|----------------------|-----|

Carpet Stretchers

| | |
|-----------------------------------|--------|
| Montross' "Excelsior," 1/2 doz. | \$6.00 |
| Bullard's | 35¢1/2 |
| Cast Iron, Steel points, 1/2 doz. | 90¢ |
| ockets, 1/2 doz. | \$1.75 |

Carpet Sweepers

| | |
|---------------------------|-------|
| Sterling Carpet Sweepers: | |
| Model A, Nickel trimmings | 25.00 |
| " B, Japd. | 21.00 |
| " C, Nickel | 21.00 |
| " D, Japd. | 21.50 |
| " E, Japd. | 19.50 |

Carpet and Rug Beaters

| | |
|------------------------|------|
| No. 12, Wire, Tinned | 1.10 |
| " 11, Wire, Tinned | 1.10 |
| " 10, Wire, Tinned | 1.10 |
| " 10, Wire, Galvanized | 1.50 |

Cherry Stoners

| | |
|--------------------------------|-----------|
| Enterprise | 25¢10¢80¢ |
| Goodell's Family, net 1/2 doz. | \$5.00 |
| Rollman's, net, 1/2 doz. | 6.00 |

Chisels

SOCKET FRAMING & FIRMER—

| | |
|------------------------------|-----------|
| Standard Makes | 75¢75¢10¢ |
| L. & J. White | 80¢80¢55¢ |
| C. E. Jennings & Co., No. 70 | 25¢10¢ |
| Jennings & Griffin Mfg. Co. | 65¢52¢10¢ |

TANGED & MISCELLANEOUS—

| | |
|-----------------------------|------------------|
| W. & S. Butchers | \$4.75¢5.00 to 2 |
| C. E. Jennings | 25¢10¢ |
| Jennings & Griffin Mfg. Co. | 25¢10¢ |
| Tanged Chisels | 25¢10¢ |
| Tanged Gouges | 25¢10¢ |
| Tanged Firmers | 35¢10¢ |
| Tanged Gouges | 35¢10¢ |
| L. & J. White | 25¢10¢ |

COLD CHISELS—

| | |
|-----------------------|--------|
| Good quality, 1/2 lb. | 15¢16¢ |
| Snell's best C. S. | 40¢45¢ |
| Cronk's | 50¢ |

Cleaners, Sidewalk

| | |
|-----------------|------|
| Challenge Shank | 25¢ |
| Star Shank | 25¢ |
| Star Socket | 4.00 |

Clippers

HORSE

| | |
|-------------------------------|---------|
| Chicago Flexible Shaft Co's: | Each. |
| Lightning Belt Clipping Mach. | \$15.00 |
| New '96, Chicago | 8.75 |
| 1902 Chicago | 10.75 |
| Twentieth Century | 6.00 |

Coach Oil

| | |
|----------------------------|---------|
| Snow Flake | |
| One-pint cans, 1/2 doz. | \$ 3.00 |
| One-quart cans, 1/2 doz. | 4.80 |
| One-gallon cans, 1/2 doz. | 15.00 |
| Five-gallon cans, 1/2 doz. | 66.00 |

Cocks, Brass

| | |
|--|-----------|
| Hardware List: | |
| Compression, Plain bibbs, Globe, Kero- | |
| sene, Racking, &c., Cocks | 70¢10¢75¢ |

Coffee Mills

| | |
|---------------------|------------|
| Rox and Side | 50¢10¢100¢ |
| Enterprise Mfg. Co. | 20¢25¢ |
| Lane Bros. Co. | 30¢ |

Compasses, Dividers, &c

| | |
|--------------------------------|-----------|
| Atrol Callipers and Dividers | 40¢ |
| Bemis & Call Co's: | |
| Compasses | 50¢ |
| Dividers | 55¢ |
| Compasses, Callipers, Dividers | 75¢75¢10¢ |

Coopers' Tools

| | |
|-------------------|-----------|
| Barton's | 20¢30¢35¢ |
| L. & J. White | 30¢30¢5 |
| Sandusky Tool Co. | 20¢60¢10¢ |

Corkscrews

| | |
|----------------------------|---------|
| Detroit Cork Screw Co. | 35¢1/2 |
| Humason & Beckley Mfg. Co. | 50¢10¢ |
| Samson, 1/2 doz. | \$10.00 |

Corn Hooks

| | |
|------------------------|---------------------|
| W. H. Hatter Cnt. Easy | 1/2 Doz. net \$2.00 |
|------------------------|---------------------|

Corn Knives and Cutters

| | |
|-------------|-----|
| Bradley's | net |
| Wadsworth's | 60¢ |

Countersinks

| | |
|------------------|--------|
| Mayhew's Diamond | 40¢45¢ |
| Smith's | 25¢ |
| Snell's | 40¢ |
| Wheeler's Patent | 50¢ |

Cow Ties

| | |
|------------|--|
| See Chains | |
|------------|--|

Crayons

| | |
|--------------------------------|------------------------------|
| Sargent's List | 20¢ |
| Dixon's | 7¢ (gro.) |
| Eclipse | 7 in., \$3.75; 9 in., \$4.38 |
| Emerald | 5.00 |
| Orion | 5.00 |
| Rainbow | 5.12 |
| Solid | 7.50 |
| Tailor black, 5¢; red and blue | 9.00 |

Curry Combs

| | |
|--------------------------|--------|
| Kohler's | 40¢ |
| The Metal Stamping Co. | 40¢ |
| Southington Cutlery Co's | 25¢10¢ |

Cutlery

| | |
|------------------|-----|
| Foster's Pocket | 30¢ |
| Carriers' Pocket | 10¢ |

Diggers

| | |
|---------------------|--|
| See Post Hole, etc. | |
|---------------------|--|

Dividers

| | |
|-------------------------------|--|
| See Compasses, Dividers, etc. | |
|-------------------------------|--|

Dog Collars

| | |
|----------------------------|-----------|
| Walter B. Stevens & Son: | |
| Brass | 40¢ |
| Embossed Gilt | 80¢10¢ |
| Leather | 40¢ |
| Union Hd'wre Co., new list | 50¢60¢10¢ |

Door Checks

| | |
|--------------------------------|--------|
| Bardley's | 40¢45¢ |
| Columbia | 60¢10¢ |
| Eclipse | 50¢10¢ |
| Home | 50¢10¢ |
| Pullman's Screen, 1/2 doz. net | \$4.50 |

Door Holders

| | |
|----------|--------|
| Empire | 50¢ |
| Superior | 35¢1/2 |

Door Springs

| | |
|------------------------------------|-----------|
| Columbian Steel | 30¢ |
| Gen. (Coll.) list Oct. '96 | 20¢ |
| Pullman, Perfect | 25¢ |
| Pullman Coil | 25¢ |
| Star (Coll.) list Oct. '96 | 30¢ |
| Torrey's Rod, 39 in., 1/2 doz. net | \$1.10 |
| Victor, Coll. | 50¢10¢10¢ |
| Chicago Coll Springs | 40¢10¢ |
| Reliance Coll Springs | 40¢10¢ |

Drain Cleaners

| | |
|-------------------|-------|
| Iwan's Adjustable | 55¢ |
| Iwan's Stationary | 40¢5¢ |

Drawer Pulls

| | |
|--------------------------------------|--------|
| Drawer Pulls, Griffin Mfg. Co., list | 75¢10¢ |
| Sargent's list | 50¢ |

Drawing Knives

| | |
|--------------------|-----------|
| Standard Makes | 70¢10¢75¢ |
| Adjustable Handle | 25¢25¢10¢ |
| Jennings & Griffin | 60¢ |
| Watrous | 16¢10¢10¢ |
| L. & J. White | 20¢5¢25¢ |

Drills and Drill Stocks

| | |
|--------------------------------------|-------------|
| Automatic Boring Tools, Goodell's | 40¢5¢40¢10¢ |
| Blacksmiths' | 60¢ |
| Breast, Goodell's | 25¢30¢ |
| Breast, Miller's Falls, each | \$3.00 |
| Steamer's bench | 30¢ |
| Hand, Goodell's | 80¢10¢ |
| Whitney's Hand Drill, No. 1, \$10.00 | |
| Adjustable, No. 10, \$12.00 | 35¢1/2 |

TWIST DRILLS—

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Egg Beaters

| | |
|-----------------------------|-------------------|
| Holt-Lyon Co.: | 1/2 Doz. 1/2 Gro. |
| No. 5 Japanned, Dashier | \$0.45 |
| No. 4 Japanned, 6 doz. | \$6.80 1.15 |
| No. 1, Tinned | 1.40 16.80 |
| No. 6, Japanned, hotel size | 1.85 22.00 |
| No. 6, Japanned, Dashier | 1.85 19.80 |
| No. 2, Tinned, hotel size | 2.00 24.00 |

Emery Wheel Dressers.

| | |
|----------|-----|
| Sterling | 35¢ |
|----------|-----|

Escutcheons

| | |
|------|-----|
| Wood | 25¢ |
|------|-----|

Farriers' Knives

| | |
|------------------|-----------------|
| 'Challenge' | 1/2 Doz. \$3.00 |
| Popes | 3.00 |
| Wilkinson's, net | 3.00 |
| Westonholm's | 3.25 |

Faucets

| | |
|-----------------------------------|-----------|
| Iron Petroleum | 70¢70¢10¢ |
| John Sommer's "Peerless," Tin Key | 40¢ |
| "Boss," Tin Key | 50¢ |
| "Victor," Metal Key | 50¢ |
| "Duplex," Metal Key | 60¢ |
| "Reliable," Cork Lined | 60¢ |
| "O. K.," Cork Lined | 60¢ |
| "Chicago," Cork Lined | 60¢ |
| "Perfection," Cedar | 40¢ |
| "No Brand," Cedar | 50¢ |

SELF MEASURING—

| | |
|---------------------|-------------|
| Enterprise 1/2 doz. | \$36.00 |
| Lane's | \$40.10¢25¢ |

Files

DOMESTIC—

| | |
|-------------------------|-----------------|
| New list, Nov. 1, 1890: | |
| American | 75¢10¢75¢10¢10¢ |
| Areeda | 75¢10¢75¢10¢10¢ |
| J. Barton Smith | 75¢10¢75¢10¢10¢ |
| Dixon's | 75¢ |
| Diakon's Answering | 75¢ |
| Eagle | 75¢10¢75¢10¢10¢ |
| Great Western | 75¢10¢75¢10¢10¢ |
| Fearney & Foot | 75¢10¢75¢10¢10¢ |
| McClellan | 75¢10¢75¢10¢10¢ |
| Nicholson | 70¢10¢75¢55¢ |
| Nicholson's X. F. Files | 40¢40¢10¢ |
| Royal | 80¢80¢10¢ |

IMPORTED—

| | |
|--------|------------------------|
| Stub's | Stub's list, 30¢35¢1/2 |
|--------|------------------------|

Filters

| | |
|----------------------------|----------------|
| Acorn | 50¢ |
| Fulper's Natural Stone | \$9.50¢\$18.50 |
| Subject to trade discount. | |

Fish Hooks

| | |
|---------------------------------------|-----------|
| Am. Fish Hook Co. list | 60¢60¢10¢ |
| Kirby & Limerick, low list (50¢ base) | 10¢ |

Fishing Tackle

| | |
|--------------------------------|---------|
| Bishop's | 1/2 Doz |
| Level Winding Jeweled Reel | \$78.00 |
| Level Winding Steel Pivot Reel | 60.00 |
| Star Even Spooler | 80.00 |
| Gun Cleaner | 4.20 |
| Lightening Fish Scaler | 3.00 |
| Fish Hook Shield | 3.00 |

Fish Scales

| | |
|--------------------------|--------|
| Covert's Saddlery Works: | |
| Great American | 60¢20¢ |

Freezers, Ice Cream

| | |
|---------------|------------------------------------|
| "Alaska": | |
| Qts. | 1 2 3 4 6 |
| Net. | \$1.15 \$1.25 \$1.60 \$1.95 \$2.60 |
| "North Star": | |
| Net. | \$1.25 \$1.45 \$1.75 \$2.25 |

Fruit, Wine & Jelly Presses

| | |
|------------|--------|
| Enterprise | 20¢25¢ |
|------------|--------|

Fry Pans

| | |
|------------------------|-----------------------------|
| Standard list: | |
| 1 | 75¢10¢ |
| 2 | 8 |
| 3 | \$3.75 \$4.25 \$4.75 \$5.25 |
| 4 | 5 6 7 8 |
| 5 | \$6.00 \$7.00 \$8.00 \$9.00 |
| Kitchen Specialty Co.: | |
| Size AA | Net \$8.10 |
| " A | 8.70 |
| " B | 9.30 |
| " C | 9.90 |

Gauges

| | |
|--|--------|
| Bemis & Call's Steel | 50¢ |
| Clapboard | 25¢10¢ |
| Diastole Gauge | 70¢ |
| Marking Mortise, etc. | 60¢ |
| Stanley's | 85¢ |
| Starrett's Surface, Center and Scratch | 25¢10¢ |
| Wire, Morse | 25¢ |
| Wire, P. S. & W., low list | 35¢1/2 |

Gimlets

| | |
|-----------------------------|---------------|
| "Diamond" Gimlets, 1/2 gro. | \$4.00¢\$4.25 |
| Double Cut | 40¢10¢50¢ |
| Metal Head | 50¢10¢ |
| Wood Head | 50¢ |

Gimlet Bits

| | |
|----------------------|--|
| See Augers and Bits. | |
|----------------------|--|

Globe and Racking Cocks

| | |
|--------------|--|
| See Faucets. | |
|--------------|--|

Glue

| | |
|----------------|-----------|
| Le Page Liquid | 25¢25¢10¢ |
| Mystic | 40¢ |
| Martins | 40¢10¢ |

Glue Pots

| | |
|------------------|--|
| See Hollow Ware. | |
|------------------|--|

Graphite, Lubricating

| | |
|--------------------------------|---------|
| Dixon's Pure Flake: | |
| 522— 1 lb. cans | 20¢ ea |
| 532— 5 lb. screw top tin cans | 85¢ ea |
| 534— 10 lb. screw top tin cans | 150¢ ea |
| 544— 25 lb. boxes | 145¢ 1b |
| 545— 50 lb. boxes | 145¢ 1b |
| 546— 100 lb. kegs | 145¢ 1b |
| 547— 350 lb. barrels | 125¢ 1b |

Grindstone Fixtures

| | |
|----------------------|-----------|
| Cronk's | 50¢ |
| Forest City | 80¢80¢10¢ |
| Sargent's Patent | 60¢10¢10¢ |
| Stowells Extra Heavy | 60¢10¢10¢ |
| Stowells Light | 60¢10¢ |

Gunpowder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Gun Wads

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Hafes

| | |
|-------------------|--------|
| Covert Mfg. Co.: | |
| Jute Rope Hatters | 50¢ |
| Sisal Rope | 30¢10¢ |
| Web Hatters | 35¢55¢ |

Hammers

HANDLED HAMMERS—

| | |
|------------------------------------|---------------|
| Magnetic tack, Nos. 1, 2, 3, 1 1/2 | \$1.50 |
| " 1 1/2 | 50¢ |
| Maydole's | 35¢1/2¢40¢10¢ |
| Sargent's new list | 40¢ |
| Fayette R. Plumb: | |
| Plumb, A. E. Nail | 35¢1/2¢1/2 |
| Engineers and B. S. Hand | 50¢12¢1/2 |
| Quaker City Hammers | 40¢10¢ |
| Riveting and "Timbers" | 40¢12¢1/2 |
| HEAVY HAMMERS & SLEDGES— | |
| Under 3 lb 50¢ lb. | 80¢55¢ |
| Over 5 lb 40¢ lb. | 80¢55¢ |
| Over 15 lb 30¢ lb. | 80¢10¢55¢ |
| Wilkinson's Smiths | 9¢10¢10¢1/2 |

Hammock Ropes

| | |
|------------------|--------|
| Covert Mfg. Co.: | |
| Jute | 40¢1/2 |
| Sisal | 20¢ |

Handles

| | |
|-------------------------------|--------------|
| WOOD— | |
| Auger, assorted, 1/2 gro..... | \$2.75 |
| Auger, large, 1/2 gro..... | 3.25 |
| Auger, Ives' Pat., No. 1..... | 60¢10 |
| No. 2 to 32 1/2..... | 40 |
| Axe, Pick, etc..... | 80¢15¢@60¢10 |
| Bliss Mfg. Co.: | |

SPRING HINGES—

| | |
|--|--------|
| Bommer Brothers: | |
| Bommer Spring Hinges..... | 40% |
| Bommer B. B. Floor Hinges..... | 40% |
| Hardley's Patent Checking..... | 10% |
| Chicago Spring Butts..... | 25% |
| Chicago Spring Butts..... | 50% |
| Chicago Ball Bearing Floor Hinge..... | 50% |
| Garden City Fire Engine House Hinge..... | 25% |
| Chicago Saloon Door Hinge..... | 25% |
| Columbian: | |
| Steel Hinges..... | 60% |
| Floor Hinges..... | 60% |
| American..... | 30.25% |
| Gem..... | 30.25% |
| Oxford..... | 30.25% |
| Acme, Steel..... | 35% |
| " Brass..... | 25% |
| Niles Mfg. Co..... | 30.25% |
| Superior: | |
| Floor Hinges..... | 35% |

JATE HINGES—

| | |
|--|-----------------|
| Clark's, Nos. 1, 2, 3..... | 50.10.20.40.10% |
| " E, F, G, H, I, J..... | 50.10.20.40.10% |
| N. E. Reversible, F, doz., \$3.50..... | 60% |
| N. Y. State, F, doz., \$4.00..... | 60% |
| Western, F, doz., \$4.20..... | 60% |

BLIND HINGES—

| | |
|---|--------------------|
| Parker..... | 70.10.20.40.10.10% |
| Sargent's, Nos. 1, 2, 3, 4, 5, 6, 7, 8..... | 70% |
| W. H. Co's, No. 2 Mortise Gravity..... | 60% |
| Stanley's Steel Gravity Blind Hinges with Screws, \$1.30 F doz. sets..... | 30.10% |

Hitching Cords

| | |
|---------------------|--------|
| Covert Mfg. Co..... | 45% |
| Hitchers Stall..... | 30.25% |

Hollow Ware

| | |
|------------------------------|--------|
| ENAMELED— | |
| Agate Nickel Steel Ware..... | 60% |
| "Never Break" Steel: | |
| Spiders, Griddles, &c..... | 65.10% |
| Maslin Kettles, &c..... | 60% |
| " Porcelainized..... | 60% |

STOVE HOLLOW WARE—

| | |
|----------------------------------|--------------|
| Blacklock: | |
| Ground..... | 55.60.10% |
| Plain or Unground..... | 60.65% |
| Country Ware F 100 lbs. net..... | \$2.75.65.00 |
| Enameled Ware..... | 50.65.10% |

WHITE ENAMELED WARE—

| | |
|-----------------------------------|-----|
| Maslin Kettles..... | 70% |
| Tinned Boilers and Saucepans..... | 40% |
| Enameled..... | 50% |

GLUE POTS—

| | |
|---------------|-----|
| Tinned..... | 35% |
| Enameled..... | 40% |

Hooks

BUSH—

| | |
|---------------------------|-----------|
| Jennings & Griffin's..... | 35.10.25% |
| Wadsworths..... | 55.10% |

CAST IRON—

| | |
|-----------------------------------|--------------------|
| Ceiling, Sargent's list..... | 50.10.20.40% |
| Chandelier..... | 80.60.10% |
| Clothes Line, Sargent's list..... | 50.10.10% |
| Coat and Hat, Sargent's list..... | 50.10.20.40% |
| Coat and Hat, Stowell's..... | 70% |
| Harness, Sargent's list..... | 50.40.10% |
| Lamp..... | 60.60.10% |
| Picture..... | 50.10% |
| Screw Hat..... | 60.10.20% |
| Wardrobe..... | 60.10.20.40.10.10% |

WROUGHT IRON AND STEEL—

| | |
|---------------------------------|--------------------|
| Cotton, F doz..... | \$1.25 |
| Wrought Staples, Hooks, &c..... | See Wrought Goods. |

MEAT—

| | |
|-----------------|-----|
| Enterprise..... | 40% |
|-----------------|-----|

WIRE—

| | |
|------------------------------------|--------|
| Atlas, new list, single cases..... | 85% |
| Atlas, Metal Clasp..... | 75% |
| Wire Coat and Hat, Acme..... | 60.10% |
| Wire Coat and Hat, Gem..... | 70.10% |
| Wire Ceiling, Gem..... | 70.10% |

MISCELLANEOUS—

| | |
|------------------------------------|-----------|
| Belt..... | 80.10% |
| Covert Mfg. Co.: | |
| Safety Gate and Scuttle Hooks..... | 35.25% |
| Grass, Wadsworths..... | 60% |
| Cronk's, Grass, F doz..... | \$2.75 |
| Hooks and Eyes, Brass..... | 60.10.10% |
| Hooks and Eyes, Mal. Iron..... | 70.10% |
| Cotton, box and hay..... | 60.10.10% |

Horse Clippers

See Clippers.

Horse Nails

| | |
|--|---------------------|
| Nos..... | 6 7 8 9 1 |
| A. C..... | 25c 25c 25c 21c 21c |
| American, all sizes, net..... | 9.1c |
| Nos..... | 6 7 8 9 10 |
| Anchor and 12c. net for all sizes 5 to 10. | |
| New Haven: | |
| Nos..... | 6 7 8 9 10 |
| 35c 25c 25c 24c 25c..... | 50.10% |
| C. B. K..... | 25c 25c 25c 21c 21c |
| Capwell..... | 19c 18c 17c 16c 16c |
| Chapman..... | 25c 25c 25c 24c 25c |
| Clinton Fin..... | 19c 17c 16c 15c 14c |
| Ease..... | 25c 25c 25c 24c 25c |
| Lyra, all sizes, net..... | 9.1c |
| Livingston..... | 10.10.10% |
| Maud S..... | 25c 25c 25c 21c 21c |
| Neponset, Nos. 5 to 10, F lb..... | 19c |
| Northwestern..... | 25c 25c 25c 21c 21c |
| Putnam..... | 25c 21c 20c 19c 18c |
| New Putnam..... | 19c 18c 17c 16c 16c |
| Vulcan..... | 25c 21c 20c 19c 18c |
| Western..... | 40.10% |

Horse Shoes

| | |
|----------------------------------|--------|
| F. O. B. Pittsburgh: | |
| Steel and mule, Iron, F keg..... | \$4.00 |
| Steel, F keg..... | 5.75 |

Horse Ties

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 35% |
| Manila..... | 35% |
| Jute..... | 45% |

Hose, Rubber

| | |
|--------------------------------|--------|
| Boston Belting Co.: | |
| "Boston"..... | 50% |
| Niagara..... | 60% |
| N. J. Car Spring & Rubber Co.: | |
| Extra Para..... | 40.10% |
| Reliable..... | 50.10% |
| Staple..... | 60.10% |
| Standard..... | 70.10% |

Hose Bands

| | |
|-------------------|--------|
| Star Hydrant..... | 80.25% |
| Steam..... | 70% |

Ice Awns, Chippers &c

| | |
|---------------------------------|------------|
| Copeland Ice Pick, F gross..... | \$9.00 net |
| Crown..... | net |
| Gem Ice Shave..... | net |
| Sargent's Ice Awn..... | 55% |
| Snell's..... | 50% |
| Star..... | net |

Ice Cream Freezers

See Freezers, Ice Cream.

Ice Shredders

| | |
|---------------------------|------------------------------|
| Enterprise..... | No. 33, F doz. \$8.00 25.30% |
| No. 24, F doz. 15.00..... | 25.30% |

Jack Chain

See Chain.

Jacks

See Wagon Jacks.

Jack Screws

See Screws.

Kettles

| | |
|------------------------|--------|
| Spun brass, plain..... | 20.25% |
|------------------------|--------|

Knives

| | |
|------------------------------------|--------|
| Kimball's: | |
| Bread Knives, F doz. \$1.50..... | 30% |
| Butcher Knives..... | 25% |
| Shoe Knives..... | 25% |
| Cronk's Chopping, net F doz..... | \$1.50 |
| Foster Bros., butcher, &c..... | 30% |
| Table and Pocket, see Cutlery..... | net |
| Wilson's Butcher Knives..... | net |

Knives, Hay and Straw

| | |
|----------------|--------|
| Wadsworth..... | 40.10% |
|----------------|--------|

Knife Sharpeners

| | |
|--------------------------------------|--------|
| Pike's: | |
| Nat. Grit Carving Knife Hones..... | \$3.00 |
| F doz..... | 55.70% |
| Solid Stone Carving Knife Hones..... | \$3.50 |
| F doz..... | 40% |
| Quick Edge Pocket Knife Hones..... | \$3.00 |
| F doz..... | 40% |
| Mounted Kitchen Sandstone..... | \$1.50 |

Knobs

| | |
|--|-------------|
| Hardley's wood, door, shutter and base..... | 10.65.15% |
| Base, rubber tip, 2 1/2 in. bead, F gro..... | \$1.15.4.25 |
| Door Mineral..... | 65.70% |
| Door Por. Jap'd..... | 70.47% |
| Door Por. Nickel..... | \$2.10.4.20 |

Lanterns

| | |
|-------------------------------------|--------|
| C. T. Ham, Class A, B, C and D..... | 40.10% |
|-------------------------------------|--------|

Latches

| | |
|-----------------------------|---------------|
| Cronk's barn door, net..... | F Doz. \$2.00 |
| Lane's Barn Door..... | 40.10% |

Lawn Mowers

| | |
|--------------------------------|--------------|
| Champion..... | 75.10% |
| Clipper Improved..... | 50.10.10.10% |
| Enterprise..... | 40.10% |
| Genuine Philadelphia Mowers: | |
| Styles M, S, C, K, T..... | 70.10% |
| Style A (all steel)..... | 80.10% |
| Style E, low wheel..... | 80.10% |
| Style E, high wheel..... | 70.10.10% |
| Imperial, low list..... | 50% |
| Gold Coins, low list..... | 50% |
| New Departure, high wheel..... | 70.10% |
| New Departure, low wheel..... | 75% |
| Pennsylvania..... | 60.10% |

Lawn Sprinklers

| | |
|------------------------------|-----------------------------|
| Enterprise..... | 25.30% |
| Philadelphia Lawn Mower Co.: | |
| Philadelphia Lawn Sprinkler: | |
| Nos..... | 1 2 3 |
| Per Dozen..... | \$12.00 \$15.00 \$24.00 80% |
| Kohler's: | |
| Daisy, net, F doz..... | \$7.50 |
| Mytic..... | 4.00 |
| Rainmaker..... | 4.80 |
| Dew Drop..... | 1.30 |

Leads

| | |
|------------------|-----|
| Covert Mfg. Co.: | |
| Cotton..... | 45% |
| Hemp..... | 45% |
| Jute..... | 45% |
| Sisal..... | 35% |

Lemon Squeezers

| | |
|---|---------------|
| Berger Bros., F doz. 8 in., \$1.00; 10 in., \$1.40..... | 20% |
| Hotchkiss, Straight Flush, F doz..... | \$9.50 |
| Little Giant..... | 50.40.55% |
| Porc. lined, Iron, F doz..... | \$1.75 |
| Porc. lined, Wood, F doz..... | \$1.25 |
| Wood, common, F gro..... | No. 0, \$5.25 |
| No. 1, \$5.50; No. 1, \$5.50..... | \$5.50 |

Levels

| | |
|-----------------------------|--------|
| C. E. Jennings & Co's: | |
| Hexagon..... | 25.10% |
| Iron Bench, new design..... | 25.10% |

Lifters

See Transom Lifters.

Lines

| | |
|---|----------------------|
| Cotton and Linen Fish..... | 40% |
| Cotton Chalk, 20 feet..... | 40.10% |
| Cotton Trot..... | 20% |
| Samson Cot., No. 4, \$3.50; 4 1/2, \$3.75..... | 30% |
| Silver Lake braided, F gro., Nos. 0, \$6.00; 1, \$5.50; 2, \$7.00; 3, \$7.50..... | 30% |
| Wire Clothes: | |
| 1000 feet..... | 18 19 30 |
| 75 feet..... | \$3.25 \$3.00 \$1.75 |
| 75 feet..... | 1.60 1.25 1.10 |

Loaded Shells

See Ammunition.

Locks

DOOR LOCKS, LATCHES, &C—

| | |
|--------------------------|-----|
| Lockwood Mfg. Co..... | 40% |
| R. & E. Mfg. Co..... | 40% |
| Reading Hardware Co..... | 40% |
| Sargent & Co..... | 40% |

CABINET—

| | |
|--------------------|-----|
| Eagle Lock Co..... | 35% |
| Corbin..... | 35% |
| Yale..... | 35% |

PADLOCKS—

| | |
|---|-----------|
| Acme bicycle and satchel, F doz., \$9.00..... | 40% |
| Acme Sword Co..... | 40.45% |
| Brown's brass..... | 25% |
| Brown's chain..... | 25% |
| Champion..... | 40% |
| Smith & Weger bicycle..... | 50% |
| Wrought Iron..... | 75.10.80% |
| Yale Lock Co..... | 60% |

TRUNK—

| | |
|---------------|--------|
| Corbin's..... | 25.10% |
| Eagle..... | 40% |

Machine Bolts

See Bolts.

Mail Boxes

See Boxes, Mail.

Mallets

| | |
|--|-------------|
| Hickory..... | 45.5.15.50% |
| Lignumvite..... | 45.5.15.50% |
| Bliss: | |
| Carpenters, Timbers, Box, Carvers..... | 35% |

Maslin Kettles

See Hollow Ware.

Mattocks

| | |
|--------------------------------|--------------|
| Cronk's Garden, net F doz..... | \$4.00 |
| Regular Goods..... | 70.10.45.75% |

Meat and Food Cutters

| | |
|--------------------------------|-------------------------------|
| American..... | 1 2 3 4 5 6 |
| Nos..... | 1 2 3 4 5 6 |
| Dixon's, F doz..... | \$5 \$7 \$10 \$25 \$50 \$80 |
| Nos..... | 30.10.40.10% |
| Enterprise..... | \$14 \$17 \$19 \$30 |
| Nos..... | 25.25.7.10% |
| Little Giant..... | 5 10 12 20 23 32 |
| Nos..... | \$3 \$8 \$2.75 \$6 \$4.50 \$6 |
| Each..... | 40.60% |
| Each..... | \$35 \$48 \$44 \$72 \$88 |
| Woodruff's, F doz..... | 40.60% |
| Nos..... | 100 150 |
| Each..... | \$15 \$18 |
| Beef Shavers (Enterprise)..... | 25.30% |

Meat Juice Extractors

| | |
|-----------------|--------|
| Enterprise..... | 25.30% |
|-----------------|--------|

Metals, Anti-Friction

| | |
|-----------------------------------|----------|
| Magnolia Metal Co.: | |
| Defender..... | F Lb 15c |
| Comic..... | 10c |
| Magnolia, Anti-Friction..... | 25c |
| Mystic..... | 15c |
| f. o. b. New York or Chicago..... | |

Melting Ladies

| | |
|--------------------------------------|-----------|
| Monroe's Patent, F doz., \$4.00..... | 40% |
| Sargent's..... | 60.60.10% |

Mitre Boxes

| | |
|-----------------------------|--------|
| C. E. Jennings & Co..... | 30.10% |
| Seavey's, F doz., \$30..... | 40% |
| Stanley Rule and Level Co.: | |
| Nos. 340 to 400..... | 80% |
| Nos. 50 and 60..... | 85% |

Motors

COFFEE MILL—

| | |
|----------------------------------|--------|
| Specialty Novelty Co., each..... | \$5.00 |
|----------------------------------|--------|

Nails

See Review of the Markets for Quotations. Wire nails and brads, Papered Assu list. July, 1899..... 85c.85.10%

PICTURE—

| | |
|---------------------------------------|--------|
| Niles' Patent..... | 40% |
| Porcelain head, combination list..... | 50.10% |
| Porcelain head, Sargent's list..... | 60% |

Nail Nippers

| | |
|-----------------------------------|---------|
| 'Gem,' F gross lots, F gross..... | \$31.00 |
| " less quantity, F dozen..... | 2.00 |

Nail Pullers

| | |
|--|--------------|
| Black Hawk, ♀ dozen | 9.00 |
| Cyclops..... | 50.10.20.60% |
| Cronk's, ♀ dozen, net..... | \$12.00 |
| Eureka, No. 74, ♀ doz., net..... | \$8.50 |
| Eureka, No. 75, ♀ doz., net..... | \$8.00 |
| Giant, No. 1, ♀ doz., \$18.00; No. 1½, \$16.50; No. 2, \$15.00..... | 80.5% |
| Lightning, ♀ doz., \$18.00..... | 20% |
| Morris No. 1 list \$20.00..... | 50% |
| National, ♀ doz., \$9.00..... | 10% |
| Peterson, ♀ doz., \$9.00..... | 40.40.10% |
| Rollis Hardware Co., No. 1, \$18.00..... | 50.10% |

IRON PLANES—

| | |
|----------------------------|---------------|
| C. E. Jennings & Co., Iron | 50 & 10% |
| Sargent's | 80 & 60 & 10% |
| Standard Tool Co. | 50 & 60 & 10% |
| Stanley Rule & Level Co. | 40% |
| Bailey's | 35% |
| Miscellaneous | 25% |

PLANE IRONS—

| | |
|----------------------|------------------|
| Buck Bros. | 30% |
| Butcher's | \$5.00 & 25 to 2 |
| C. E. Jennings & Co. | 15% & 10% |
| Stanley R. & L. Co. | 35% |
| L. & J. White | 30 & 60 & 25% |

Pliers

| | |
|-----------------|---------------|
| Button | 75 & 10 & 75% |
| Cronk & Carrier | |

Pliers

| | |
|--------------------------|----------|
| No. 1 | 60 & 10% |
| 30, net | \$3.25 |
| 50 | 75 & 10% |
| 60 | 80% |
| 65 | 40 & 10% |
| 70 | 50% |
| 80 | 50 & 10% |
| 85 | 50% |
| Wm. Johnson's Gas Pliers | 65% |
| Smith's Side Cutting | 25% |

Plow Bolts

| | |
|------------|--|
| See Bolts. | |
|------------|--|

Plumb Bobs

| | |
|---------------------|-----|
| Keuffel & Esser Co. | 35% |
|---------------------|-----|

Plumbs and Levels

| | |
|---------------|---------------|
| Cook's | 40 & 10 & 10% |
| Davis' | |
| Inclinometers | 20% |
| Iron Levels | 25 & 10% |
| Diastion's | 70% |
| Machinists' | 25% |

Pocket Levels

| | |
|-----------|-----|
| Stanley's | 45% |
| Duplex | 35% |

Poachers

| | |
|-------------------|--|
| See Egg Poachers. | |
|-------------------|--|

Police Goods

| | |
|----------------|-----|
| Tower & Lyons. | 25% |
|----------------|-----|

Polish Metal

| | |
|--------------------------------------|--------|
| Prestoline Liquid, new list | 40% |
| Prestoline Paste | 40% |
| U. S. Metal Polish Paste, 3 oz boxes | \$.50 |
| 1/2 gross | 4.50 |
| 1/2 pound boxes, 1/2 dozen | 1.25 |
| 1/2 gross | 2.25 |
| U. S. Liquid, 8 oz cans, 1/2 dozen | 1.25 |
| 1/2 gross | 12.00 |
| Barkkeeper's Friend Metal Polish | 1.75 |
| 1/2 gross | 18.00 |

Polish, Stove

| | |
|---|------|
| Black Eagle benzine paste, 5 lb cans, 1/2 lb. | 10c |
| Black Eagle, liquid, 10 oz. cans, 1/2 doz. | 75c |
| Black Jack paste, 1/2 lb cans, 1/2 gross | 9.00 |
| Black Kid paste, 5 lb can, each | 65c |
| Ladd's Black Beauty, 1/2 gross, \$10.00 | |
| Joseph Dixon's, 1/2 gross, \$5.75 | 10% |
| Dixon's Plumbago, 1/2 lb. | 8c |
| Firestone, 1/2 gross | 2.50 |
| Gem, 1/2 gross, \$4.50 | 10% |
| Japanese, 1/2 gross | 3.50 |
| Jet black, per gross | 3.50 |
| Peerless from enamel, 10 oz. cans 1/2 doz | 1.50 |
| Wynn's | |
| Black silk, 1 lb. ball, each | 70c |
| Black silk, 1 lb. box, 1/2 doz. | 1.00 |
| Black silk, 5 oz box, 1/2 doz. | 75c |
| Black silk, 1/2 pint liquid, 1/2 doz. | 1.00 |

Poppers, Corn

| | | |
|-----------|---------|----------|
| Square | 1/2 Doz | \$ (Gro) |
| 1 qt. | | \$ 9.00 |
| 1 1/2 qt. | | 11.00 |
| 2 qt. | | 13.50 |

Post Hole Diggers

| | |
|------------------------------------|-----------------------|
| Avery's | 60% |
| Diastion's Samson Digger, 1/2 doz. | \$4.25 |
| Kohler's | |
| Little Giant | 1/2 doz., net \$12.00 |
| Hercules | 9.50 |
| Invincible | 9.00 |
| Pioneer | 7.50 |
| Universal | 13.00 |
| New Champion | 5.00 |
| Rival | 5.00 |
| Iwan's | 1/2 doz., \$20.00 |
| Split handle | net \$6.75-7.00 |
| Perfection | 7.25 & 7.50 |
| Rockford Tack & Nail Co. | |
| Rockford brand | 1/2 doz., 6.50 |
| Atlas pattern | 7.50 |

Post Hole Augers

| | |
|------------------------|---------|
| Iwan's Patent Improved | 40 & 5% |
| Vaughan's, 4 to 9 in. | 6.00 |

Potato Hooks, Etc

| | |
|----------------|--------------|
| Hoe Down Hooks | 75 & 10 & 25 |
| Hop Hooks | 60 & 10 & 25 |
| Potato Hooks | 70 |

Powder

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Presses

| | |
|------------------------------|--|
| See Fruit and Jelly Presses. | |
|------------------------------|--|

Primers

| | |
|-----------------|--|
| See Ammunition. | |
|-----------------|--|

Pruning Hooks and Shears

| | |
|--|----------|
| Cronk's Pruning Shears, all styles | 35% |
| Diastion's Combined Pruning Hook and Saw, 1/2 doz. | \$18.00 |
| Diastion's Pruning Hook, 1/2 doz. | \$12.00 |
| Smith's | |
| Pruning Shears | 60 & 10% |
| Rockdale Pruners | 35% |
| Standard Tree Pruners | 75% |
| E. S. Lee & Co's. Pruning Tools | 40% |
| P. S. & W. Co's. Shears | 40% |
| Waters' Tree Pruners | 75 & 10% |

Pulleys

| | |
|------------------------|---------------|
| Awning | 60 & 60 & 10% |
| Axis | 50 & 10 & 60% |
| Brass screw | 45 & 10% |
| Ceiling | 50 & 10 & 60% |
| Clothes line, Japanned | |
| Common Sense | 60% |
| Dumb Water | 60 & 60 & 10% |
| Empire Sash Pulley | 60% |

| | |
|---------------------------------------|-------------------------|
| all steel | |
| Grand Rapids, all steel | 5 |
| Hay Fork, swivel eye, 1/2 doz., 4 in. | \$3.75 |
| 6 in. | \$5.00 |
| Hay Fork, Hartz, 1/2 in., 1/2 doz. | \$6.00 |
| Hay Fork, 5 in. solid, 1/2 doz. | 50% |
| Hot House | 50 & 10 & 60 & 10 & 10% |
| Stowell's Anti-Friction, 5 in. wheel | 40% |
| Side, Anti-Friction | 45% |
| Shade rack | 50 & 10 & 60 & 10 & 10% |
| Upright | |

Pumps

| | |
|---|---------------|
| Clatern, best grades | 60 & 60 & 10% |
| Pitcher Spout, best grades | 75 & 80% |
| Power Pumps, Myers' | 50% |
| Spray Pumps, Myers' | 50 & 10% |
| Spray Pumps, Kohler's | |
| Daisy, net 1/2 doz. | \$ 7.50 |
| Mechanical, net 1/2 doz. | 7.50 |
| F. E. Myers & Bro., low list: | |
| No. 1, Fig. 823, 3 in. Shallow Well Pump | 18.00 |
| No. 8, Fig. 823, 3 1/2 in. Shallow Well Pump | 15.00 |
| No. 5, Fig. 807, 3 in. Deep Well Pump | 15.00 |
| No. 6 1/2, Fig. 807, 3 1/2 in. Deep Well Pump | 17.00 |
| No. 14, Fig. 821, 3 in. Deep or Shallow Well Pump | 15.00 |
| No. 82, Fig. 828, 8 in. Deep Well Pump | 17.00 |
| No. 66, Fig. 831, 3 in. Shallow Well Pump | 14.00 |
| No. 59, Fig. 832, 3 1/2 in. Shallow Well Pump | 17.00 |
| No. 70, Fig. 835, 2 1/2 in. Deep Well Pump | 15.00 |
| No. 72, Fig. 838, 3 in. Deep Well Pump | 15.00 |
| No. 102, Fig. 448, 3 in. Lift Pump | 9.00 |
| No. 108, Fig. 448, 3 1/2 in. Lift Pump | 11.00 |
| No. 128, Fig. 510, 3 in. Lift Pump | 7.00 |
| No. 181, Fig. 510, 3 1/2 in. Lift Pump | 8.50 |
| No. 225, Fig. 389, Windmill Pump | 12.50 |
| No. 235, Fig. 408, Windmill Pump | 16.00 |
| No. 240, Fig. 406, Regulator Pump | 28.00 |
| No. 302, Fig. 477, Spray Pump, complete | 11.50 |
| No. 380, Fig. 647, Knapsack Spray Pump | 10.00 |
| Discount 50% f. o. b. Ashland | |
| No. 268, Fig. 618, Low Down Tank Force Pump, net | 5.00 |
| No. 320, Fig. 492, Bucket Spray Pump, net | 2.00 |

Punches

| | |
|--------------------------|----------|
| Bemis & Call Co's. | |
| Cast Steel Drive | 50% |
| Morrill's | 50% |
| Niagara Hollow | 45% |
| Niagara Solid | 55% |
| Saddlers' or Drive, good | 60 & 65% |
| Snells' Timmers' | 40 & 55% |

Rail

| | |
|--|------------------|
| Barn Door, Light, Inches | 1/2 1/2 1/2 |
| 100 feet | \$1.40 1.35 2.30 |
| Barn Door, "None Better" No. 1, 1/2 ft. | 35c |
| Barn Door, "None Better" No. 2, 1/2 ft. | 4c |
| B. D. for N. E. Hangers | |
| Angular, 1/2 ft., 6c | 70% |
| Double Flange, 1/2 ft., 8c | 70% |
| Cronk's | 1/2 ft. |
| O. N. T. style, No. 18 | 3 1/2c |
| Double braced, No. 10 | 2 1/2c |
| Lane's | |
| O. N. T. 1 in., 100 ft., net | \$2.75 |
| O. N. T. 1 1/2 in., net | 3.50 |
| O. N. T. 1 1/2 in., net | 4.00 |
| Hinge Hanger, 1 in., 100 ft. | 3.50 |
| 1 1/2 in. | 3.95 |
| Stowell's Wrought steel | 25% |
| Sliding Door, Bronzed Wrought Iron | 1/2 ft. |
| Sliding Door, Steel, Brass Plated, 1/2 ft. | 5 1/2c |
| Sliding Door, Wrought brass, 1 1/2 in. 1/2 ft. | 36c |
| Victor Track Rail, 7c 1/2 ft. | 60 & 10 & 2 1/2c |

Rakes, Etc

| | |
|----------------------|------------------------|
| Cronk's | |
| Malleable | 70 & 10% |
| New Champion | \$3.75, 4.00, 4.25 net |
| Victor | \$3.00, 3.25, 3.50 net |
| Anti-Clog Lawn | \$4.00 net |
| Never Break Garden | 75 & 10% |
| Queen City Lawn | 40% |
| Kohler's | |
| Lawn Queen, 20 | \$3.15 |
| 24 | 3.25 |
| Jumbo Lawn, 36 | 5.40 |
| Paragon (wood head) | 2.50 |
| Steel (garden, 10th) | 2.00 |
| " " 12th | 2.10 |
| " " 14th | 2.25 |
| " " 16th | 2.40 |

Rasps, Horse

| | |
|--------------------------|-------------------|
| Diastion's | 75% |
| New Nicholson Horse Rasp | 70 & 10 & 75 & 5% |
| See also Files. | |

Razors

| | |
|------------------------|--------------|
| Electric | List Net |
| Boracic | 60% |
| Fox | 60% |
| J. R. Torrey Razor Co. | 20% |
| Wostenholm & Butcher | \$10.00 to £ |

Razor Hones

| | |
|------------------------------------|-------------|
| Pike Mfg. Co. | |
| Belgian German and Swat, all sizes | 50% |
| Pike's Selling Assortments: | |
| Assortment No. 1 | \$18.00 net |
| No. 2 | 10.00 net |

Registers and Ventilators

| | |
|--|---------------|
| HOT AIR— | |
| New list, July 1, 1906: | |
| Black Japanned, White Japanned | |
| Bronzed Finishes, Electro-Plated and Nickel Plated | 70 & 70 & 10% |
| White Porcelain | 60% |
| Solid Brass and Bronze Metal | 50% |

Revolving Chimney Tops

| | |
|----------------|-----|
| Iwan's Volcano | 55% |
|----------------|-----|

Rifle Cleaners

| | |
|------------------------------------|--------|
| Bishop's | |
| Small Bore Rifle Cleaner, 1/2 doz. | \$3.00 |

Rings

| | |
|-------------------------|--|
| See Bull and Hog Rings. | |
|-------------------------|--|

Rivets and Burrs

| | |
|-----------------|--------------|
| COPPER— | |
| Belt with Burrs | 45 & 45 & 5% |
| Hose with Burrs | 46 & 45 & 5% |

IRON OR STEEL—

| | |
|-------------------------|--------------|
| New list, Jan. 8, 1904. | |
| Timmers | 75 & 75 & 5% |
| Miscellaneous | 75 & 75 & 5% |

Rivet Sets

| | |
|--------------|-----|
| Regular list | 70% |
|--------------|-----|

Rollers, Stay

| | |
|-----------|--------------------------|
| Cronk's | |
| Nos. | 50 55 56 60 65 |
| 1/2 Dozen | .90c .80c .75c .75c .75c |

Rope

| | |
|-------------------------|---------|
| Cotton Rope: | 1/2 lb |
| Best 1/2 in. and larger | 16 1/2c |
| Medium | 14 1/2c |
| 1/2 in. and larger | |
| Common | 10 1/2c |

Jute Rope:

| | |
|---------|--------|
| A grade | 6 1/2c |
| C grade | 5 1/2c |

Manilla Rope:

| | |
|---------------------|---------|
| 7-16 in. and larger | 12 1/2c |
| 1/2 in. | 18c |
| 1/2 and 5-16 | 18 1/2c |

Sail Rope:

| | |
|---------------------|---------|
| 7-16 in. and larger | 10c |
| 1/2 in. | 10 1/2c |
| 1/2 and 5-16 in. | 11c |

Root Cutters

| | |
|--------|-----|
| Lane's | 25% |
|--------|-----|

Rules

| | |
|--------------|-------------------------|
| Athol, Steel | 35% |
| Boxwood | 60 & 10 & 60 & 10 & 10% |
| Ivory | 35 & 10 & 35 & 10 & 10% |

Keuffel & Esser Co.:

| | |
|--------------------------|----------|
| Folding, wood | 35 & 10% |
| steel | 35 & 10% |
| Miscellaneous, Stanley's | 60% |

Sad Irons

| | |
|-----------------|--|
| DOVER ASBESTOS— | |
|-----------------|--|

| | |
|-----------|-----|
| Polishing | 50% |
| Pressing | 50% |
| Laundry | 45% |
| Sleeve | 50% |
| Tourist | 50% |
| Toy | 50% |

Blacklock:

| | |
|---|--------|
| Plain black in cases, 1/2 100 lbs. | \$2.75 |
| Bronze finished in cases, 1/2 100 lbs. | 3.15 |
| Aluminum finish, in cases, 1/2 100 lbs. | 2.35 |
| Full nickel, in cases, 1/2 100 lbs. | 2.75 |

COLD HANDLED—

| | |
|----------------------------|-------------|
| Enterprise Mfg. Co. of Pa. | 20 & 5 & 5% |
|----------------------------|-------------|

Safety Fuse

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|-----------|--|
| See Fuse. | |
|-----------|--|

Safety Lifts

| | |
|----------------------|---------------|
| Burr Mfg. Co., steel | 70 & 10 & 10% |
|----------------------|---------------|

Sand and Emery Paper and Cloth

| | |
|-------------------------------|---------------|
| Badger, Adamson & Co's. list: | |
| Emer cloth | 50 & 10 & 60% |
| Garnet paper | 25% |
| Flint and emery paper | 50 & 10 & 60% |

Sash Blades

| | |
|-------------------|---------------|
| Caldwell Mfg. Co. | 50% |
| Monarch H. C. Co. | 50 & 10 & 60% |
| Victor bronze | 75% |
| Victor steel | 70% |

Sash Chain

| | |
|---------------------|---------------|
| Competition | 50 & 10% |
| Giant | 40% |
| Monarch H. C. Co. | 70% |
| Pullman bronze | 70% |
| Pullman cop steel | 70 & 10 & 10% |
| Royal metal | 65 & 5% |
| Steel H. C. Co. | 70 & 10% |
| Steel, copperplated | 70% |
| Victor bronze | 70% |
| Victor steel | 75% |

Sash Cord & Weight Fastener

| | |
|------|-----|
| Ives | 40% |
|------|-----|

Sash Cord

| | |
|-----------------------------|--------------|
| Cable Laid Italian, 1/2 lb. | 16 & 15c |
| Cable Laid Russia, 1/2 lb. | 15c |
| Common India, 1/2 lb. | 10 & 10 1/2c |
| Patent India, 1/2 lb. | 14c |
| Silver Lake | 12 1/2 & 13c |

Sash Fasteners

| | |
|---------------------------|-----|
| A Quality, drab, 1/2 lb. | 40c |
| A Quality, white, 1/2 lb. | 55c |
| B Quality, drab, 1/2 lb. | 35c |
| B Quality, white, 1/2 lb. | 50c |

Sash Locks

| | |
|------------------------------|-------|
| Cable Laid Russia, # lb..... | 18 |
| Common India, # lb..... | 10@10 |
| Patent Russia, # lb..... | 14 |

HARDWARE BUYERS' DIRECTORY

CLASSIFIED LIST OF ADVERTISERS

Adzes

National Cutlery Co., Detroit, Mich.

Agricultural Implements

Geneva Tool Co., Geneva, Ohio
John H. Graham & Co., New York
American Fork & Hoe Co., Cleveland, O.

Animal Pokes

American Fork & Hoe Co., Cleveland, O.

Anti-Friction Metal

Magnolia Metal Co., New York

Anvils

Alfred Field & Co., New York

Arbor Presses

Chandler & Farquhar, Boston

"Atlantic" Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Augers and Auger Bits

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Automatic Door Catches

E. L. Watrous Mfg. Co., Des Moines, Ia.

Automatic Shears and Scissors

Davies Automatic Shear Co., New York.

Automobiles

J. Stevens Arm & Tool Co., Chicopee Falls, Mass.

Automobile Sundries

Geo. W. Nock Co., Philadelphia, Pa.

Awnings

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Axes

National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Axle Grease

Snowflake Axle Grease Co., Fitchburg, Mass.

Axle Oil

The Frank Miller Co., New York
Snow Flake Axle Grease Co., Fitchburg, Mass.

Babbitt Metal

Magnolia Metal Co., New York

Bank Locks

The Yale & Towne Mfg. Co., New York

Barbers' Supplies

Kraut & Dohnal, Chicago, Ill.

Barb Wire

Fuller Bros. & Co., New York

Barn Paints

E. E. Nice, Philadelphia, Pa.

Bath Room Fixtures

Buffalo Mfg. Co., Buffalo, N. Y.

Bearing Metal

Magnolia Metal Co., New York

Beef Shavers

Enterprise Mfg. Co. of Pa., Phila.

Beet Forks

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Beet Hoes

American Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.

Bellows, Smiths'

C. E. Jennings & Co., New York, N. Y.

Bells and Gongs

John H. Graham & Co., New York

Belt Dressing

Jos. Dixon Crucible Co., Jersey City, N. J.

Belt Shifters

Chandler & Farquhar, Boston

Belting

Ames Sword Co., Chicopee, Mass.
Voorhees Rubber Mfg. Co., Jersey City, N. J.

Bench Shears

Chandler & Farquhar, Boston

Bicycles

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Bicycle Stands

F. E. Myers & Bro., Ashland, Ohio

Bicycle Sundries

Cushman & Denison, New York
Harrington & Richardson Arms Co., Worcester, Mass.
Geo. W. Nock Co., Philadelphia, Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Bits

Alfred Field & Co., New York
C. E. Jennings & Co., New York

Blocks, Tackle

Lane Bros., Poughkeepsie, New York

Bolts, Bolt Ends, Etc

Columbus Bolt Works, Columbus, O.

Boring Machines

Ajax Mfg. Co., Pittsburgh, Pa.
C. E. Jennings & Co., New York

Box Corner Fasteners

Cary Mfg. Co., New York

Box Hinges and Hinges

Cary Mfg. Co., New York

Box Straps

Cary Mfg. Co., New York

Braces, Carpenters

John H. Graham & Co., New York
C. E. Jennings & Co., New York

Brackets, Shelf

Piqua Bracket Co., Piqua, Ohio

Brands, Burning

Schwerdtle Stamp Co., Bridgeport, Conn

Brass Goods

Walworth Mfg. Co., Boston, Mass.

Bread Mixers "Atlantic"

Atlantic Stamping Co., Rochester, N. Y.

Brick Trucks

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Bridge Rods

Columbus Bolt Works, Columbus, O.

Broad Axes

National Cutlery Co., Detroit, Mich.

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Champion Safety Lock Co., Geneva, O.
John H. Graham & Co., New York
Hobart B. Ives Co., New Haven, Conn.
Taylor & Boggis Foundry Co., Cleveland, O.
The Yale & Towne Mfg. Co., New York

Butcher Knives, Tools and Steels

John Chatillon & Sons, New York
National Cutlery Co., Detroit, Mich.
L. & I. J. White Co., Buffalo, N. Y.

Butchers' Scales

John Chatillon & Sons, New York

Butchers' Trucks

Geo. P. Clark Co., Windsor Locks, Conn.

Butts, Door

Bommer Bros., Brooklyn, N. Y.
McKinney Mfg. Co., Allegheny, Pa.

Butts, Spring

Bommer Bros., Brooklyn, N. Y.
Niles Mfg. Co., Chicago

Cabinet Hardware

The Yale & Towne Mfg. Co., New York.

Cabinets, Medicine

Udell Works, Indianapolis, Ind

Calipers

Alfred Field & Co., New York
C. E. Jennings & Co., New York
Smith & Egge Mfg. Co., Bridgeport, Conn.
L. S. Starrett Co., Athol, Mass.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Camping Outfits

Fond du Lac Awning & Tent Co., Fond du Lac, Wis.

Can Openers

John H. Graham & Co., New York
A. F. Meisselbach & Bro., Newark, N. J.

Carpenters' Pencils

Jos. Dixon Crucible Co., Jersey City, N. J.

Carpet Beaters

Holt-Lyon Co., Tarrytown, N. Y.

Carriage Bolts

Columbus Bolt Works, Columbus, O.

Carriage Top Dressing

Frank Miller Co., New York

Carriers, Hay

F. E. Myers & Bro., Ashland, Ohio

Casters

Faultless Caster Co., Nebraska City, Neb

Casters Furniture)

Geo. P. Clark Co., Windsor Locks, Conn.

Chafing Dishes

Buffalo Mfg. Co., Buffalo, N. Y.

Chains

Covert Mfg. Co., Troy, N. Y.
Alfred Field & Co., New York
Fuller Bros., New York
Oneida Community, Oneida, N. Y.

Chain Blocks

The Yale & Towne Mfg. Co., New York.

Chains, Cow

Covert Mfg. Co., Troy, N. Y.
Oneida Community, Kenwood, N. Y.

Chains, Halter

Oneida Community, Ltd., Kenwood, N. Y.

Chains, Sash

Oneida Community, Kenwood, N. Y.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Chair Seats

Eureka Chair Seat Co., Syracuse, N. Y.

Checks, Brass

Schwerdtle Stamp Co., Bridgeport, Conn.

Cherry Stoners

Enterprise Mfg. Co. of Pa., Phila.

Chisels

L. & I. J. White Co., Buffalo, N. Y.

Chisels, Firmer

Alfred Field & Co., New York
C. E. Jennings & Co., New York
L. & I. J. White Co., Buffalo, N. Y.

Chute, Coal, Wood, Vegetable

Chappell Furnace Co., Morenci, Mich.

Cigar Makers' Cutting Tools

Kraut & Dohnal, Chicago, Ill.

Clamps

North Bros. Mfg. Co., Phila., Pa.
Smith & Egge Mfg. Co., Bridgeport, Conn.

Cleavers

John Chatillon & Sons, New York
L. & I. J. White Co., Buffalo, N. Y.

Clippers

Coates Clipper Mfg. Co., Worcester, Mass.

Clippers, Horse and Barbers'

American Shearer Mfg. Co., Nashua, N. H.
Alfred Field & Co., New York
John H. Graham & Co., New York

Closet Pulls

Smith & Egge Mfg. Co., Bridgeport, Conn.

Clothes Bars

A. J. Phillips Co., Fenton, Mich.

Coach Oil

Snow Flake Axle Grease Co., Fitchburg, Mass.

Coasters

S. L. Allen & Co., Philadelphia, Pa.

Coat, Hat and Ceiling Hooks

John H. Graham & Co., New York

Coffee and Spice Mills

Enterprise Mfg. Co. of Pa., Phila., Pa.
Lane Brothers Co., Poughkeepsie, N. Y.

Coke Forks

Geneva Tool Co., Geneva, O.

Combination Squares

A. W. Hight, Toledo, O.

Conductor Pipe

Am'can Steel Roofing Co., Middletown,

Cooking Utensils (Never Break)

Avery Stamping Co., Cleveland, Ohio.

Copper Ware

Atlantic Stamping Co., Rochester, N. Y.

Coopers Tools

L. & I. J. White Co., Buffalo, N. Y.

Cork Pullers

Enterprise Mfg. Co. of Phila., Pa.
Erie Specialty Co., Erie, Pa.

Corkscrews

Erie Specialty Co., Erie, Pa.
Alfred Field & Co., New York

Corn Hooks

Geneva Tool Co., Geneva, O.

Corundum Wheels

Pike Mfg. Co., Pike, N. H.

Cotton Hoes

Geneva Tool Co., Geneva, O.

Counterfeit Detectors

Pelouze Scale & Mfg. Co., Chicago

Countersinks

C. E. Jennings & Co., New York

Cover Lifters, Stove

Fanner Mfg. Co., Cleveland, O.

Crayons

Jos. Dixon Crucible Co., Jersey City, N. J.

Creamery Tin Ware

Atlantic Stamping Co., Rochester, N. Y.

Cupboard Catches

Champion Safety Lock Co., Geneva, O.

Cupboard Turns

Champion Safety Lock Co., Geneva, O.

Curled Hair

Baseler, Adamson & Co., N. Y., Phila.
Boston and Chicago

Curry Combs

John H. Graham & Co., New York

Cuspadors

Buffalo Mfg. Co., Buffalo, N. Y.

Cutlery

Davies Automatic Shear Co., New York
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Cutlery, Pocket

John Chatillon & Sons Co., New York
Cronk & Carrier Mfg., Elmira, N. Y.
Jos. Rodgers & Sons, Sheffield, England

Cutlery, Table

Alfred Field & Co., New York
Lamson & Goodnow Mfg. Co., Shelburne Falls, Mass.
Jos. Rodgers & Sons, Sheffield, England

Cut Nails

Fuller Bros. & Co., New York

Cutters, Rod

J. Stevens Arms & Tool Co., Chicopee Falls, Mass.

Cutters, Wire

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Cutting Pliers

Cronk & Carrier Mfg. Co., Elmira, N. Y.

Dampers

Fanner Mfg. Co., Cleveland, O.
Taylor & Boggis Foundry Co., Cleveland, O.

Diamond Tools

The Tanite Co., Stroudsburg, Pa.

Dies, Steel

Schwerdtle Stamp Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.

Display Racks

Piqua Bracket Co., Piqua, Ohio.

Dogs Collars and Muzzles

Alfred Field & Co., New York

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- Ears, Knobs and Handles**
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Baeder & Adamson, Co., Phila. & N. Y.
- Emery Wheels**
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The Tanite Co., Stroudsburg, Pa.
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Harrington & Richardson Arms Co.,
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J. Stevens Arms & Tool Co., Chicopee
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John H. Graham & Co., New York, N. Y.
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- Fruit Jar Wrenches**
Champion Safety Lock Co., Geneva, O.
- Fruit Presses**
Enterprise Mfg. Co. of Pa., Philadelphia
- Furnace Shovels**
Geneva Tool Co., Geneva, Ohio
- Furnace Shovels ("Tropic")**
Avery Stamping Co., Cleveland, Ohio.
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- Galvanized Wire**
Fuller Bros. & Co., New York
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- Garden Hose**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Garbage Cans**
Atlantic Stamping Co., Rochester, N. Y.
- Garden Rakes--Steel**
Am. Fork & Hoe Co., Cleveland, O.
Cronk & Carrier Mfg. Co., Elmira, N. Y.
Geneva Tool Co., Geneva, O.
- Garden Tools**
Alfred Field & Co., New York
Am. Fork & Hoe Co., Cleveland, O.
Geneva Tool Co., Geneva, O.
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- Gasfitters' Supplies**
Armstrong Mfg. Co., Bridgeport, Conn.
Walworth Mfg. Co., Boston, Mass.
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land, O.
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C. E. Jennings & Co., New York.
- Glass Cutters**
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- Glue**
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Geneva Tool Co., Geneva, O.
- Grain and Barley Forks**
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Geneva Tool Co., Geneva, O.
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- Grass Hooks**
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N. Y.
West Haven Mfg. Co., New Haven, Conn
- Hack Saw Blades, Sterling**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saw Frames**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
- Hack Saws (Universal)**
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Conn.
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Falls, N. Y.
Franklin Specialty Co., Reading, Pa.
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- Hammers, Adz-Eye**
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- Handles, Tool**
Berger Bros. Co., Philadelphia
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- Hangers, Barn Door**
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- Hangers, Coat and Hat**
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- Hangers, Joist and Wall**
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- Hangers, Parlor Door**
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- Hay Forks**
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Geneva Tool Co., Geneva, O.
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Geneva Tool Co., Geneva, O.
- Hinges**
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McKinney Mfg. Co., Allegheny, Pa.
Niles Mfg. Co., Chicago.
- Hinges, Spring**
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Niles Mfg. Co., Chicago
- Hoes**
American Fork & Hoe Co., Cleveland, O.
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Kimball Bros. Co., Council Bluffs, Ia.
- Hones, Razor**
Alfred Field & Co., New York
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- Household Tin Ware**
Atlantic Stamping Co., Rochester, N. Y.
- Hook Racks**
Udell Works, Indianapolis, Ind.
- Hooks**
Berger Bros. Co., Philadelphia
John H. Graham & Co., New York
- Horse and Cattle Ties**
Covert Mfg. Co., Troy, New York
Oneida Community, Ltd., Kenwood, N. Y.
- Horse Clipping Machines**
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Standard Horse Nail Co., New Brighton,
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- Horse Rasps**
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Nicholson File Co., Providence, R. I.
- Hose (Fire)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose (Garden)**
Voorhees Rubber Mfg. Co., Jersey City,
N. J.
- Hose Pipe**
F. E. Myers & Bro., Ashland, Ohio
- Hose, Rubber**
F. E. Myers & Bro., Ashland, Ohio
Voorhees Rubber Mfg. Co., Jersey City
N. J.
- Hot Pan Lifters**
E. L. Watrous Mfg. Co., Des Moines, Ia.
- Ice Balances**
John Chatillon & Sons, New York
Pelouze Scale & Mfg. Co., Chicago
- Ice Chisels**
John Chatillon & Sons, New York
- Ice Cream Freezers**
Dana Mfg. Co., Cincinnati, O.
John H. Graham & Co., New York
North Bros. Mfg. Co., Philadelphia
Richmond Cedar Works, Richmond, Va.
- Ice Picks**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
Franklin Specialty Co., Reading, Pa.
C. E. Jennings & Co., New York
- Ice Tools**
John Chatillon & Sons, New York
Erie Specialty Co., Erie, Pa.
L. & I. J. White Co., Buffalo, N. Y.
- Inclinometers**
Bradford Union Mfg. Co., Bradford, Pa.
- Ironing Boards**
Tyrone Ironing Board Co., Tyrone, Pa.
- Iron Enamel**
Nickel Plate Stove Polish Co., Chicago,
Ill.
- Iron and Steel**
Harold McCalla, Philadelphia, Pa.
- Iron Works**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
- Jack Chains**
Smith & Egge Mfg. Co., Bridgeport,
Conn.
- Job Lots**
Chas. Welland, New York, N. Y.
- Keys and Blanks**
Geo. W. Nock Co., Philadelphia, Pa.
- Kitchen Cutlery**
Lamson & Goodnow Mfg. Co., Shel-
burne Falls, Mass.
- Knife Sharpeners**
Pike Mfg. Co., Pike, N. H.
The Tanite Co., Stroudsburg, Pa.
- Knives**
National Cutlery Co., Detroit, Mich.
- Ladders, Folding**
Berger Bros. Co., Philadelphia
Udell Works, Indianapolis, Ind.
- Ladders (Rolling)**
Bicycle Step Ladder Co., Chicago,
- Lamps, Bicycle**
John H. Graham & Co., New York
- Lard Presses**
Enterprise Mfg. Co. of Pa., Phila.
- Landing Nets, Ring, Staff**
A. F. Meiselbach & Bro., Newark, N. J.
- Lawn Fences**
Enterprise Foundry & Fence Co.,
Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.
Ward Fence Co., Portland, Ind.
- Lawn Rakes**
Geneva Tool Co., Geneva, Ohio
- Lawn Mowers**
Coldwell Lawn Mower Co., Newburgh,
New York
Globe Lawn Mower Mfg. Co., Reading,
Pa.
Philadelphia Lawn Mower Co., Phila-
delphia, Pa.
Worcester Lawn Mower Co., Worcester,
Mass.
- Lawn Tools**
Geneva Tool Co., Geneva, Ohio
- Lead Pencils**
Jos. Dixon Crucible Co., Jersey City, N. J.
- Lemon Squeezers**
Berger Bros. Co., Philadelphia
Erie Specialty Co., Erie, Pa.
John H. Graham & Co., New York
- Letter Boxes**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio.
- Levels**
Bradford Union Mfg. Co., Bradford, Pa.
Stanley Rule & Level Co., New York
L. S. Starrett Co., Athol, Mass.
- Levels, Semi-Circular**
Bradford Union Mfg. Co., Bradford, Pa.
- Lifting Jacks**
Barth Mfg. Co., Milwaukee, Wis.
- Light Gray Iron Castings**
Taylor & Boggis Foundry Co., Cleve-
land, Ohio
- Liquid Fillers**
E. E. Nice, Philadelphia, Pa.
- Locks**
Geo. W. Nock Co., Philadelphia, Pa.
Yale & Towne Mfg. Co., New York.
- Locks and Knobs**
John H. Graham & Co., New York
- Locksmiths' Supplies**
Geo. W. Nock Co., Philadelphia, Pa.
- Lubricants**
Jos. Dixon Crucible Co., New York and
Jersey City, N. J.
- Lunch Boxes (Folding)**
Rochester Lunch Box Mfg. Co., Roches-
ter, N. Y.
- Machinists' Supplies**
Diamond Saw & Stamping Works, Buf-
falo, N. Y.
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Barnes Tool Co., New Haven, Conn.
Henry Diaton & Sons, Inc., Phila., Pa.
Walworth Mfg. Co., Boston, Mass.
- Magnolia Metal**
Magnolia Metal Co., New York
- Mallets**
Stanley Rule & Level Co., New York
- Manufacturers' Agents**
John H. Graham & Co., New York
Robert Murray, New York
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John H. Graham & Co., N. Y.

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John Chatillon & Sons, N. Y.
Enterprise Mfg. Co. of Pa., Phila.
Lane Bros. Co., Poughkeepsie, N. Y.

Mills, Drug

Enterprise Mfg. Co. of Pa., Phila.

Mining Knives

Enterprise Mfg. Co. of Pa., Phila.
John H. Graham & Co., N. Y.

Molasses Gates

Taylor & Boggis Foundry Co., Cleveland, Ohio

Mops

Bay State Mop Co., Woburn, Mass.

Mop Wringers

Dana Mfg. Co., Cincinnati, O.

Mowing Machine Oilers

American Tube & Stamping Co., Bridgeport, Conn.

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Fuller Bros. & Co., N. Y.

Nail Sets

John H. Graham & Co., N. Y.
C. E. Jennings & Co., N. Y.
L. S. Starrett Co., Athol, Mass.

Needles

Alfred Field & Co., New York

Nippers

Alfred Field & Co., New York
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L. S. Starrett Co., Athol, Mass.

Numbering Machines

Cushman & Denison, New York

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Taylor & Boggis Foundry Co., Cleveland, Ohio

Ornamental Iron Work

Enterprise Foundry & Fence Co., Indianapolis, Ind.
Van Dorn Iron Works Co., Cleveland, O.

Ox Yoke and Bows

Am. Fork & Hoe Co., Cleveland, O.

Packing Rubber

Veprhies Rubber Mfg. Co., Jersey City, N. J.

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John H. Graham & Co., New York
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The Yale & Towne Mfg. Co., New York.

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E. E. Nice, Philadelphia, Pa.

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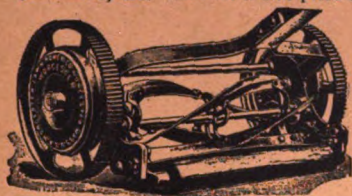


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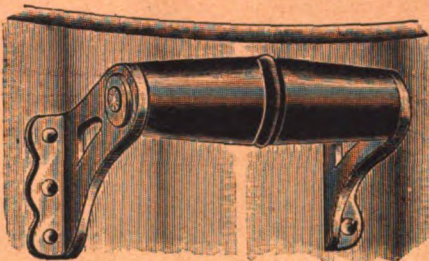


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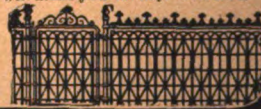
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